FEEDSTUFFS

★ A WEEKLY NEWSPAPER ★

FOR THE FEED MANUFACTURER, JOBBER, BROKER and DEALER

Volume 22—Number 28 JULY 15, 1950 1 Year $4, 2 Years $7

No Immediate Use of Controls Seen

Cotton Bag Prices Withdrawn After Upheaval in Market

Most manufacturers withdrew prices on cotton bags this week following the upheaval in cotton markets. Practically no firm pricing of cotton bags has been done since July 10, but present indications are that prices soon will be established again, probably by July 17. Meanwhile, most companies have been taking orders and supplying customers but on the basis of a price to be determined when the new lists are issued.

The basic cause of the price withdrawal was lack of quotations on cotton goods from mills, which withdrew their offerings July 10 following advance in cotton futures to the maximum permissible daily trading limit of $10 bale. Besides the darkening war outlook in Korea, the cotton market also was affected by the prospect for the smallest crop in 65 years. The government crop estimate placed the acreage figure at 31.3% below last year and reported damaging insect activity in part of the acreage.

Since July 10 cotton goods have advanced the equivalent of $24 to $36 per 1,000 on various qualities of goods and new bag lists probably will show advances approximately that degree.

Jute prices also have been going up this week. At the maximum, burlap prices have advanced about $40 a bale since the start of the Korean conflict. This is the equivalent of around $33 per 1,000 bags in some qualities.

Paper bag prices have not changed this week although rumors of a pending advance have been circulating.

Bag manufacturers report some tendency to overbuy on the part of their customers, but say this trend has not been so apparent among flour and feed manufacturers as in other lines.

USDA to Ask Bids on Grain Storage for 100,000,000 Bu.

WASHINGTON—Within a short time the U.S. Department of Agriculture plans to ask bids on grain storage bins to hold 100 million bushels of grain. Officials at USDA estimate that they may need as much as 200 million bushels of additional space but they will only seek half the amount at first.

At a session between grain trade representatives and Commodity Credit Corp. officials here this week it was explained that USDA might not buy the full 100 million bushels of bin space on which it solicits bids. It is planned to hold regional Production and Marketing Administration meetings with grain warehousemen representatives to ascertain how much space USDA can expect to get from the trade.

Procurement of additional storage space is made in anticipation of government space requirements to hold approximately 200 million bushels of corn which may be delivered to the government this fall.

The amount of storage space that USDA will buy depends largely on how much space the warehousemen offer to provide for the government next fall.

CEA Gets Ready to Clamp Lid on Speculation, Awaits Funds

WASHINGTON — Preparations to clamp a government lid on speculative lines in futures contracts on soybeans, eggs, wool tops and cottonseed oil are ready for immediate action if the present appropriations bill as approved by the Senate Appropriation committee clears Congress. This bill, previously approved by the House, carries in it funds for the Commodity Exchange Authority to conduct studies of futures trading in these contracts to ascertain if and at what level speculative lines should be restricted.

Although CEA officials have previously told Congress that such limitations were needed for soybeans and eggs, the government attention to these two commodities has intensified due to alleged uncontrolled speculative excesses in these commodities on the Chicago Board of Trade and the Chicago Mercantile Exchange.

In these instances CEA has issued reports of trading activities which noted the predominance of speculative positions. These reports indicate top priority for a study of trading in these commodities.

Officials at CEA confirm this indication and say that they are ready to act as soon as the appropriation bill passes Congress and is signed by the President, assuming, of course, that no last minute amendment withdraws these funds from the act. The CEA schedule is to start hearings later this summer here and prepare recommendations to take effect not later than Jan. 1, 1951. When and if speculative limitations are ordered on these and other commodities now uncontrolled in this respect, existing lines at the time of the effective date would not be touched but all new contracts would be required to abide by new regulations.

While soybean and egg futures trading is slated for top priority at CEA, cottonseed oil and wool tops trading also are scheduled for prompt attention. In each of these commodities the absence of limitations on speculative positions has clearly uncovered speculative excesses in trading, CEA officials declare.

In regard to soybean oil futures trading and the other commodities which are now without speculative

(Continued on page 8)

NEED FOR POWER NOT LIKELY UNLESS KOREAN WAR SPREADS

Feed Industry May Possibly Be Base for Food Management in Event of War, Officials Indicate—Doubted That Stand-by Controls Will Be Asked

By JOHN CIPPERLY

Washington Correspondent of Feedstuffs

WASHINGTON—The Korean war undoubtedly has resulted in government consideration of rigid emergency control powers over the nation's economy. But there have been no indications that such controls are wanted, needed or will be requested unless the war spreads to other areas or unrevealed information indicates that aggression in new areas is imminent.

To date, there has been nothing here to indicate that the government considers the Korean outbreak more than a "10%" war.

The government has no authority to impose price, rationing or allocation controls on products or commodities at this time. Up to this time it has not asked Congress to grant these powers even on a stand-by basis. It is doubtful that controls would be requested on a stand-by basis. And if it were decided that these control powers were necessary, it is probable that they would be applied at once if Congress granted the authority.

Powers Under Draft Law

The government does have under the Selective Service Act authority to use priority power over deliveries of materials, articles or products which it may need to implement the act. This authority, giving the armed forces priority over civilian orders and contracts, is broad in its scope. And, it is conceded, the authority would cover deliveries of flour, poultry and meat and other food supplies.

Under the Rubber Act, the government has at present control powers over deliveries of rubber supplies to government contracts.

The cost of the Korean fighting is estimated conservatively at $5 billion, and it is felt in some circles here that an expenditure of this size will not create the need for rigid emergency control powers. In short, the administration feels that the economy can stand a $5 billion stimulant without setting off an uncontrolled inflation. Some circles believe that the housing boom is reaching its peak and that a $5 billion Korean war would merely prop the economy against a collapse or deflation of the construction boom.

Meanwhile, informed government officials have told Feedstuffs that the feed industry might be the cornerstone of wartime controls on prices, rationing, allocations and management of food supplies.

In short, the feed industry would be to the domestic food economy

(Continued on page 57)

PAUL E. MILLER NAMED CHIEF OF ECA MISSION

WASHINGTON — The Economic Cooperation Administration has announced the appointment of Paul E. Miller, agricultural extension director of the University of Minnesota, to succeed Joseph E. Carrigan as chief of the ECA special mission to Ireland. Mr. Carrigan is returning to his duties as dean of the College of Agriculture and director of agricultural extension of the University of Vermont.

Mr. Miller is known to many feed men through his service on the feed survey committee of the American Feed Manufacturers Assn., and his appearance as a speaker on the convention programs of several midwestern feed organizations.

Mr. Miller recently made a study of agricultural extension services in Marshall Plan countries, serving as a consultant to the Organization for European Economic Cooperation (OEEC) under ECA's technical assistance program. Since 1911 he has been connected with the department of agriculture of the University of Minnesota and has been director of extension service there since 1938. In 1931 he served as a collaborator for the office of the secretary of the U.S. Department of Agriculture in a study of agricultural practices in Europe.

FEEDSTUFFS FEATURES

• • •

Joe Brooks...23 New Products...42
Convention Calendar 26
Classified Ads 54
Index to Advertisers 63
Feed Markets in Detail 58
It Pays to Keep Books on a Departmental Basis 12
Effect of Aureomycin on Animal Nutrition 17
Preparing to Meet Competition..28
Don't Look Out the Window 30
They Make It Easy for Farmers to Buy 36
Improve Collections 39
Fertilizers and Soil Conservation..53

★ FEEDSTUFFS ★

Published Every Saturday by
The Miller Publishing Co., 116 So. Sixth St., Minneapolis 2, Minn.
(All Offices Serviced by Bell System Teletype)

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Correspondence regarding subscriptions, changes of address, etc., should be sent to Circulation Manager Feedstuffs, Minneapolis 2, Minn. Single copies 25c. Subscription rates: One year $4, two years $7, in the U. S., U. S. possessions, Canada and Pan-America. Add $3 a year for postage to other countries. Change of Address—Readers are urged to give prompt notice and to anticipate change in near future by two weeks advance notice. Ask postman for form 22-8 to advise of this change. Feedstuffs accepts subscriptions only through its own offices; no subscription collectors are employed or recognized.

Entered as second-class matter Feb. 23, 1947, at the post office at Minneapolis, Minn., under the Act of Mar. 3, 1879

Minneapolis, Minn., U.S.A., July 15, 1950

Time for Planning

CLARIFICATION of thinking in regard to events stemming from the Korean fighting is an objective that has occupied feed trade leaders along with many others during the past week. What can or should be done immediately, and what might be the best thing to do if the situation grows worse are commendable subjects for discussion. It is too early and the factors too uncertain for thinking to be translated into recommendations for positive action, but if the potentialities are not explored before the emergency arises decisions would be handicapped by lack of time for sound thought.

President Walter Berger of the American Feed Manufacturers Assn. conferred this week with a group of economists representing members of his organization. The key position occupied by the feed industry in the nation's food supply, particularly under war conditions, was recognized. But the consensus was that unless the situation becomes considerably worse there is no need to spell out a detailed program.

Feed supplies and livestock and poultry production are at high levels. Crops are good. Reserves on the whole are large. It is also pointed out that feed manufacturing facilities and capacity have been expanded substantially since 1940, and this applies also to oil seed crushing and alfalfa dehydrating. Developments in nutrition point the way to more efficient utilization of feeds.

All of these indicate that the shortages that developed during World War II will not reoccur unless a much more severe strain is placed upon the nation than there is now.

At the same time, every member of the feed industry should realize that controls of various kinds are a possibility, if not a probability, and that they may come without much warning. Past experience has demonstrated that controls cannot equitably be placed on a part of business without spreading to all business. Although feed and food may not be an immediate problem, they would not be exempt.

This being true, it is not too early for the feed industry to make serious plans, based on accurate information, to be presented as positive recommendations as soon as the situation indicates that such a course of action is needed. One of the weaknesses of the control programs at the start of the last war was that they were mere improvisions, geared to nothing at all. If control programs are necessary again, it is important that they be thought out well in advance, by experienced and capable men in industry who can judge their practicality and workability. Inasmuch as the feed industry is a key industry, if not the principal one, in a war economy, its leaders assume a responsibility of the highest importance.

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Stockpiling, Maybe

A NEWSPAPER columnist recently wondered whether our federal government isn't getting so big that it doesn't know what it is doing. He cited these examples from hearings before the House appropriations committee: In the bureau of federal supply inventory report one agency had enough fluorescent light tubes to last it for 93 years, enough ruled paper to last 168 years and enough loose-leaf binders to last 247 years. The bureau of entomology of the Department of Agriculture asked for funds for 63 new automobiles. Investigation revealed that the bureau's Denver office with 35 persons had 207 cars. In the first four months of last year, 194 of the Denver cars were not even used and the Denver office had 80 cars for which it had absolutely no use. This same bureau, during a campaign last year to kill grasshoppers, rented an airplane at $100 an hour. The plane cost the owner $6,600, but the bureau paid a rental of more than three times the cost of the plane in two weeks. On top of that, the bureau had its own plane in Macon, Ga., and in two years that ship had only flown a total of 30 hours.

Yet we notice in the headlines that President Truman calls for calm on the home front, and says that hoarding is very foolish.

SELLS FIRM TO SONS

OCONTO FALLS, WIS.—The Falls Elevator Co. has been sold by A. J. Peterson to his three sons, Grant, Blaine and Byron. Mr. Peterson founded the firm in 1917 and has operated it since that time, dealing in feed, flour, seed and similar farm supplies. The sons will continue to operate along similar lines followed by their father, but will also add electrical appliances.

MARKET NEWS SUMMARY

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For Market News Details Turn to Pages 58-60

N.W. Feed Sales Brisk as Dealers Build Inventories

All types of feed except those influenced by normal seasonal factors continue to move in good volume from formula feed manufacturing plants in the Northwest. Sales were brisk during the past week and a number of concerns report a substantial backlog of orders on the books. It was apparent that the war news and resulting fears of shortages had encouraged dealers to build larger-than-normal inventories.

While business is good, complaints about higher prices are more frequent, and a number of manufacturers express concern about the possibility of a definite slump if resistance becomes stronger. Many buyers anticipated the sharp run-up in prices and placed substantial bookings for formula feed in the past few weeks.

The index of wholesale feedstuffs prices for the country as a whole, compiled by the Production and Marketing Administration stood at 249.3 as of July 12, up 9 points for the week. The feed grain index was 219.9 up 1 point from the previous week.

Demand is concentrated on chicken, turkey and hog feeds, with dairy feed sales in a further seasonal decline. Farm pastures, according to the July 1 government report, were furnishing about the average quantity of feed for livestock. The condition of pastures was up 2 points from a month earlier.

The number of layers in farm flocks during June was up 7% from a year ago in the west north central region, representing a larger increase than for the country as a whole.

Ingredient prices continued to climb, reflecting mainly the bullish trend in all commodities because of the Korean situation. Bran advanced $4.50@5 ton and heavier millfeeds made almost as large gains. Soybean oil meal jumped $2.50@3 ton, and linseed oil meal also was quoted $1.50@2 higher. Alfalfa meal gained $2 ton.

Oat products quotations were reduced $3@10 ton as cash oats premiums and futures fell sharply with the resumption of normal receipts following settlement of the rail strike. The milk by-products held steady, and molasses gained another 1¢ gal.

Some Dull Spots Punctuate Good S.W. Demand

Short lulls in demand for formula feed occurred in the Southwest this week, but word of new advances in prices brought business back well above normal, and sales at most plants have been relatively heavy for this time of the year. The growing belief that the Korean war will be a long one judging from the recent reverses suffered by U.S. troops was added stimulus for buyers.

The feed trade is not directly connected with the war supply situation, but recent steps by the government which have tended to increase the mobilization effort arouse the thoughts of shortages, controls and new demands in the minds of buyers of any products. Thus some manufacturers indicate that formula feed seemed easier to sell since the Far Eastern conflict has grown darker, in spite of sharply higher prices.

Many direct market aspects have been boosting feed sales in this area recently. This season may produce a record in hog feed tonnage. Intensified sales programs stressing the quick fattening of spring pigs seem to be paying off to the participants, because hog prices are holding up around a two-year top at the Kansas City market. The old principle of summer pasturing hogs for fall marketing has been abandoned by some producers who have stepped up the feeding of high protein concentrates. The result has been top hog prices for those who can get their animals to market this month.

Excellent sales in the poultry line have been reported by most plants. Increased egg production, even on older birds has many producers believing it is better to keep the older layers on rather than sacrificing them to relatively poor summer market for heavier fowl.

Broiler raising in areas served by mills in the Southwest continues to increase, and thus broiler feed sales have been good. Broiler meat prices have risen to a good level and continue firm. Premium broiler prices are over 30¢ lb. in the Kansas City market.

The market was slow for cattle and dairy feeds, characteristic for this time of the year.

Although feed sales have been excellent for most plants, some report a few slow spots within the past week. Floods and rainy weather have cut into dock sales at some points, but in general business has held up very well. Dealers inventories have enlarged in recent weeks, it was said, a trend resulting from higher prices and war news.

Extreme advances of $4 ton were made on higher protein feeds this week, and other mark-ups ranged down to about $1 ton higher. Production has been full time, and unfilled orders extend well into next week for practically all manufacturers. Some plants anticipated both Saturday and Sunday runs, particularly because of the demand for pellets and crumbles.

Trading Volume Declines in California

Feedstuff markets continue on the firm side in southern California, but trading was not as heavy this week and prices were steadier.

Soybean oil meal sold at $115 for nearby, which is equivalent to $86, bulk shipping point. July was offered at $85.50; August $85 and September $84.50. Interest in futures is somewhat limited.

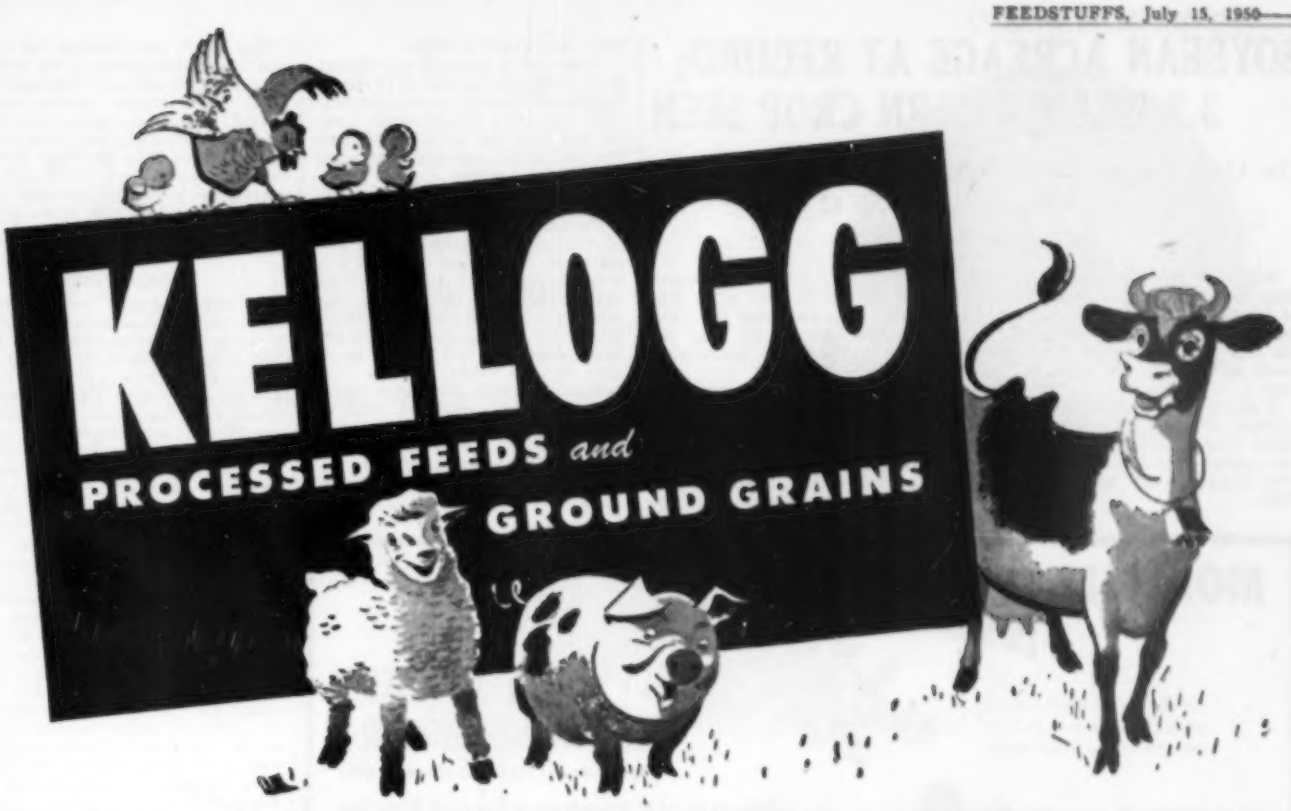
Local offerings of 41% cottonseed oil meal have been withdrawn and demand continues good for San Joaquin Valley and Arizona material at $67.50@68. Linnseed oil meal is quoted at $69@70 against last week's price of $68@70.

Demand by dairymen is extremely heavy for copra meal, and very light offerings are being snapped up at prices ranging from $77.50@80.

New crop dried beet pulp prices reflect a slight increase over old crop, with paper offered at $37.75@38 and burlap $42.25@42.50. Orange pulp advanced $2, and demand is good at $30, producers' plants.

Fish meal firmed up and tuna is selling at $2.25 a unit of protein and sardine meal $2.30@2.35. Meat scrap

(Continued on page 61)



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MIXED FEEDS

KELLOGG POULTRY FEEDS

	PROTEIN	F.o.b. Mpls. PER TON sacked
Poultry Concentrate	32%	$92.00
Poultry Concentrate, with Oil	32%	96.00
Chick Starter Mash	18%	78.00
Chick Grower Mash	17%	73.00
Laying Mash	20%	76.00
Hen Size Scratch Feed		67.00
Grower Scratch Feed		70.00
Chick Scratch Feed		72.00

KELLOGG TURKEY FEEDS

Turkey Starting Mash	24%	82.00
Turkey Growing Mash	20%	78.00

KELLOGG HOG FEEDS

Pig Grower	24%	80.00
Pig-Hog Balancer	32%	87.00
Super Hog Concentrate	40%	101.00

KELLOGG DAIRY FEEDS

Molasses Dairy Feed	16%	43.00
Dairy Feed (all grain)	18%	68.00
Dairy Concentrate	32%	85.00
Calf Meal, 50-lb. sacks	22%	89.00
Special Steer Ration	30%	83.00

MISCELLANEOUS FEEDS

	PROTEIN	F.o.b. Mpls. PER TON sacked
Linseed Oil Meal	36%	$71.00
Soybean Oil Meal		99.50
Steel Cut Dry No. 2 Yel. Corn, hen size		62.00
Ground Dry No. 2 Yellow Corn		60.00
Ground or Pulverized Barley		52.00
Pulverized White Oats		61.00
42-44 lb. Double Recleaned Fancy Canadian Racehorse Oats, bulk		Bu. 1.07
Sacked—New burlaps		Bu. 1.16
40-lb. No. 2 White Oats, bulk		58.50
40-lb. No. 2 White Oats, sacked		62.50
36-lb. White Oats, bulk		56.50
36-lb. White Oats, sacked		60.50
Pure Bran		57.00
Standard Middlings		66.00
Meat Scraps	50%	127.00
Douglas Brand Corn Gluten Feed	23%	62.00
Oyster Shells		21.50
Calcium Carbonate		12.50
Flax Screenings, bulk		27.00
Flax Screenings, ground and sacked		36.00
Canadian Refuse Screenings, bulk	F.O.B. Duluth	24.00
Canadian Refuse Scrgs., grd. and sacked		31.00
Cane Molasses, 50-gal. drums, each		17.00
Barn Lime, ton lots, per sack		.50
Digester Tankage		123.00
Dehydrated Alfalfa Meal	17%	57.00

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SOYBEAN ACREAGE AT RECORD; 3.2 BILLION CORN CROP SEEN

Oat Crop Forecast at 1,395 Million Bushels, 5% Above 1949; Wheat Estimate Increased 12 Million Bushels to 957 Million

WASHINGTON—The largest soybean acreage of record, a corn crop of 3.2 billion bushels and an above-average oats crop were estimated by the U.S. Crop Reporting Board this week on the basis of conditions on July 1.

A wheat crop of nearly 957 million bushels, 12 million more than indicated June 1, was forecast, although the expected outturn would still be the smallest crop harvested since 1943.

The 1950 oats crop was estimated at 1,394,772,000 bu., 5% more than last year's crop and about 9% above average. Indications are that the crop will be the fourth largest since 1925.

The prospective barley crop of 265 million bushels compares with 238 million bushels last year and the average of 311 million bushels. Production of rye was estimated at 21.9 million bushels, 17% larger than last year but almost one third smaller than the 10-year average.

Production of flaxseed was estimated at 29,338,000 bu., about 14 million bushels less than last year's comparatively large crop and 25 million bushels less than the record 1948 crop. The 1950 crop is expected to be somewhat below average.

Acreage Up 28%

The 1950 acreage of soybeans planted alone for all purposes was estimated at 14.5 million acres, 28% or 3 million more than was planted last year. It tops the 1943 acreage, the previous high mark, by about 350,000 acres. The first forecast of 1950 soybean production will appear in the Aug. 10 crop report.

The corn crop, estimated at 3.2 billion bushels, compared with 3.4 billion bushels last year and the 1939-48 average of 2.9 billion. The indicated yield per acre of 38.2 bu. is .7 bu. below 1949 but 5.3 bu. above average.

This year's corn acreage for harvest, 83.1 million acres, is the smallest since 1894. Acreage reductions in some of the higher yielding areas tended to reduce the national average this year. However, there were other factors tending to increase yields, the board pointed out. These include greater use of hybrids, fertilizer and power equipment. Also, more effective insect and weed control chemicals are being used extensively.

Progress Varies

In the important north central states there is considerable variation in the progress of the corn crop. The 1950 season has been moderately favorable although early plantings were delayed by adverse weather. Early season corn borer counts indicate a considerable infestation this year. However, later plantings and more effective control measures, may minimize this damage.

In the Northeast, corn was planted under generally favorable conditions and satisfactory progress has been made in cultivation. Prospects are fairly favorable in the south Atlantic states, although wet weather during May delayed cultivation and subsequent dry weather also had an adverse effect. In the south central states weather conditions were generally favorable during June, enabling the crop to overcome some of the effects of earlier adverse weather. In the western states, irrigated corn is in good condition but prospects for the non-irrigated crop are only fair.

For the country as a whole, large-scale plantings did not get under way as early as last year. However, rapid progress was made in planting after mid-May. About 82% of the Iowa crop was planted by May 27. In Illinois, about 90% of the crop was planted by June 7. Adverse weather and the fact that many growers delayed planting in order to minimize the risk of corn borer damage contributed to the slow start in corn planting this year.

The 1950 planted acreage, 84.2 million acres, although 1.4 million acres above that indicated in March, is 3.8 million below 1949. This relatively small planted acreage reflects the effects of acreage allotments in the commercial corn counties. Increases are indicated in most noncommercial areas where some acreages were diverted to corn from other crops which are under allotments. Also, some abandoned winter wheat land and acreages originally intended for small grains and other crops were planted to corn.

Stocks Smaller

A total of 1,058 million bushels of corn were on farms July 1 this year, compared with last year's record July 1 holdings of 1,255 million bushels and the average for that date of 686 million. These large stocks are primarily the result of last year's heavy production and the fact that large quantities of corn under loan or

(Continued on page 68)

MOLASSES IS ATOMIZED in a JAY BEE MOLASSES MIXER

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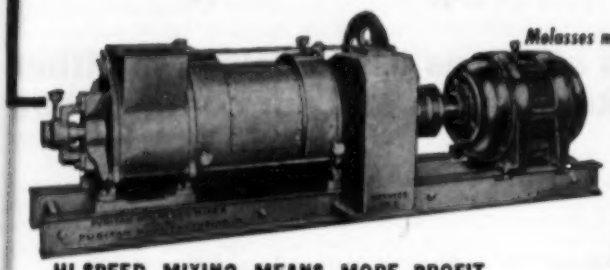
Molasses mixed at temperatures as low as 10° below zero



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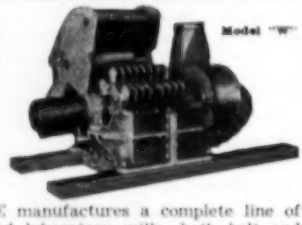
Jay Bee Hammer Mills



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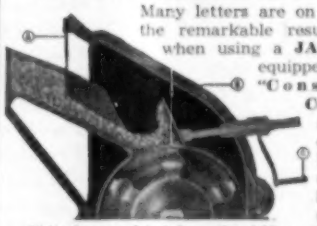

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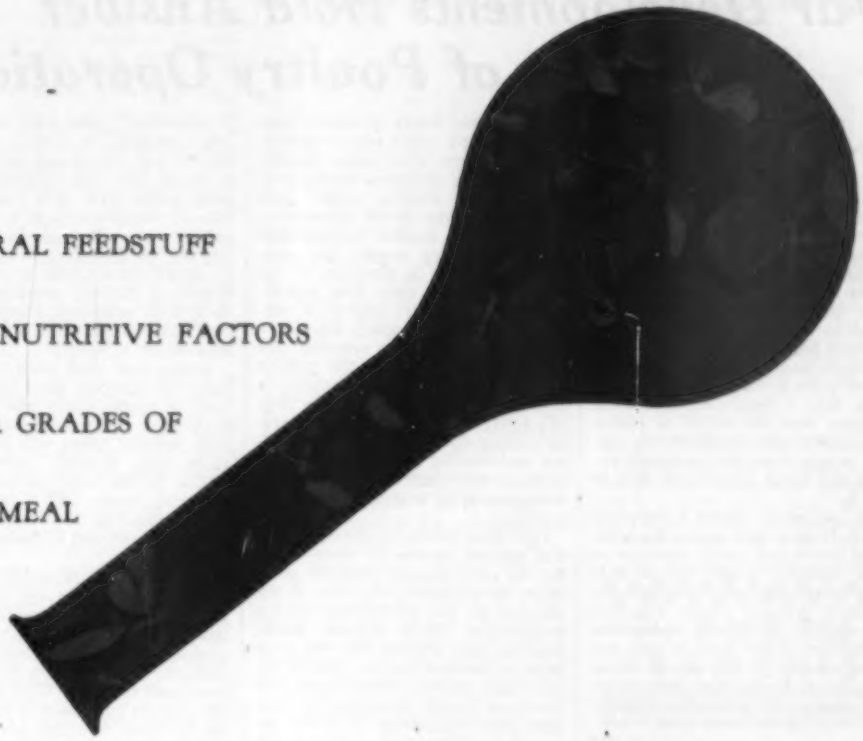

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War Developments Hold Answer to Future of Poultry Operations

By JOHN CIPPERLY

Washington Correspondent of Feedstuffs

WASHINGTON—The July 1 crop report clearly shows that the U.S. Department of Agriculture probably will have to continue to buy dried eggs under its price support program for the balance of the calendar year, unless the Korean war spreads. A spread in the fighting would bring the army into shell egg procurement on a scale large enough to boost the current price levels for shell eggs.

The July 1 report brought some confusion into the ranks of USDA officials, who found contradictory currents in egg production indicated between the latest report and that of June 1.

The last report shows a reduction of 11% from a year ago in the number of chicks and young chickens on farms. However, danger signals were found in the part of the report for the north Atlantic states. For that area the July 1 estimate represented a reduction of 6% from a year ago in the number of chicks and young chickens on farms. The June 1 report showed a reduction of more than 20% for the same area.

With a current egg lay rate of 50.6 eggs per 100 layers, normal culling for the balance of this year will mean that egg production will continue at a rate which the public already has shown it cannot absorb at present price levels. On the basis of the July 1 report, USDA believes now that it may have to continue to buy eggs next year unless supports on this commodity are discarded.

With USDA egg buying at a rate far in excess of 1949, there now seems little hope that the government can drop out of the program at the end of August, when its current purchase announcement period for dried eggs expires. However, officials believe that the peak of production and deliveries of dried eggs to the government has passed.

The war appears to contain the answer to the future of poultry and egg operations. USDA poultry branch officials believe that under normal circumstances producers would, facing high or possibly higher feed prices, cull their flocks intensively. Even with the current international uncertainty, they predict that producers still will be governed by the feed relationship since they can always expand poultry production rapidly if the war emergency worsens.

An expanded military establishment would drastically alter the present situation. The army, if increased on a broad scale, would enter the shell egg market for quality grades, thereby pulling up the general egg market and making further support operations unnecessary. This same condition would be true for poultry and turkeys.

Last week USDA bought more than five million pounds of turkeys under its price support program guarantee to producers. The size of the offering to the government was a surprise to USDA officials. Later, however, they learned that this large offer represented distress sales of Pacific Coast turkeys when financial institutions forced producers to liquidate their obligations. It is not expected at USDA that, once this distress selling is out of the way, further offers of this size will be made.

The modest indicated size of the army draft call for 500,000 men would not create any substantial demand for additional provisions for the armed services. For one thing, requirements would be concentrated in textiles and leather goods, it is believed. However, a broad expansion of the armed forces would set off heavy demands for top quality food since service men normally require larger diets than civilians and large pipeline supplies would be maintained, particularly for men on field service overseas.

Industry Undecided

The poultry industry, like most other domestic industries, appears to be undecided upon what course to take, refusing to believe that the Korean war can spread into a wider or world war arena. However, one point seems clear and that is that military requirements on a vastly expanded scale will dominate our economy for the immediate future and for an undetermined time to come. The impact of military requirements on an already top-speed domestic economy will be substantial and basically inflationary in nature.

Higher feed costs seem assured by recent government price support actions on coarse grains and the likelihood that cottonseed and soybean price support levels will be boosted above the original intentions of USDA. It has been learned that at operating levels USDA officials favored supports for cottonseed at $42.50@45 ton and soybeans at $1.80@1.85 bu.

Now officials are thinking of cottonseed supports in the vicinity of $45@47 and bean supports at a related high level. One cause of this advance is the 30% reduction in the cotton crop. Cotton bloc congressmen have been pressing USDA to advance the support guarantee of seed to offset the crop reduction and to maintain the purchasing power of the smaller cotton farmer.

The inflationary shot in the arm that the Korean war has given the domestic economy appears to have made price support levels virtually meaningless since it is now believed that commodity market prices will hold above supports.

Higher Levels Expected

Revised opinions here now see soybeans supported at $1.90@1.95 bu. on the basis of the higher cottonseed price support line now forecast.

Politically it seems expedient for Charles F. Brannan, secretary of agriculture, to support cottonseed at a higher level since there is virtually little prospect, in view of a short cotton crop, of buying any seed supplies this year. The major problem is to relate the soybean price support to seed so that the oil end products of these commodities will be in normal relationship to the vegetable oil end uses—to prevent cottonseed oil from being priced out of the vegetable shortening industry. This appears to mean a higher soybean price support.

An indicated soybean crop of 275 to 280 million bushels, on the basis of planted acreage reported as of July 1 by USDA, must be radically discounted in making a comparison with 1949. A reduction in the cottonseed crop of potentially 30% is estimated as an equivalent of 40 million bushels of beans. From the base of 222 million bushels of beans in 1949, it is seen that the soybean crop on balance is only approximately 12 million bushels over last year when the cottonseed crop reduction is considered. Trade sources say that 12 million bushels of beans more than last year can only result in high bean prices since this actual increase can easily be absorbed.

From these factors the poultry industry collectively will have to make its decision on adjustments in the near future.

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WILSON & CO. HOST TO 250 IOWA FEED MEN

CEDAR RAPIDS, IOWA—Some 250 eastern Iowa feed dealers were guests of Wilson & Co. recently at a dinner meeting. A special feature of the meeting was the showing of the American Feed Manufacturers Assn. movie, "The Growth of a Nation."

Among those taking part in the meeting were Prof. C. C. Culbertson, department of animal husbandry, and Prof. Elvin Quaife, extension swine specialist, Iowa State College, Ames; Marvin E. Narramore, managing director of the Feed Institute, Des Moines; Rex Conn, farm editor of the Cedar Rapids Gazette and radio station KCRG, Cedar Rapids; Charles Worcester, farm service director of radio station WMT, Cedar Rapids; J. Russell Ward, manager of Wilson & Co.'s feed department, who served as toastmaster, and W. O. Fraser, assistant general manager for Wilson at Cedar Rapids.

A rainbow trout and prime roast beef dinner was served. The program also included musical entertainment.

R. T. WHELAN NAMED TO NOPCO SALES POSITION

HARRISON, N.J. — The Nopco Chemical Co. has announced the appointment of Robert T. Whelan as district sales manager for the agricultural department in the north Atlantic seaboard area. Mr. Whelan will contact feed manufacturers in that area.

Mr. Whelan has been with Nopco in various sales activities since 1936 and is thoroughly equipped to render every type of vitamin service to the feed industry.

His place at the Harrison office is being filled by John J. Ferguson.

JOINS CARGILL GRAIN STAFF AT KANSAS CITY

KANSAS CITY—New addition to the grain merchandising staff of Cargill, Inc., at Kansas City is Robert J. Hatch. Mr. Hatch was elected to the Kansas City Board of Trade July 11, his membership being on transfer from R. Pearsall Helms, who is moving to a Cargill office in the East.

Mr. Hatch formerly was in the Minneapolis and Des Moines offices of Cargill. He moved to Kansas City from Minneapolis two months ago.

MORE TECHNICIANS GET ULTRA-LIFE TRAINING

EAST ST. LOUIS, ILL.—Forty percent of the students at a recent Ultra-Way internal culling school conducted by Ultra-Life Laboratories, Inc., were sent by feed manufacturers who already had one or more Ultra-Way technicians working for them, Ultra-Life officials report.

Also, 30% of the students at the recent session hold college degrees, officials said. The students came from nine states and Canada. The school was held under the direction of P. C. Blaeuer, chief poultry nutritionist for Ultra-Life Laboratories.

The schools are held at regular intervals throughout the year, with the next school scheduled to begin on Aug. 14.

INDIANA FIRM TO ADD WAREHOUSE, MACHINERY

EVANSVILLE, IND.—A four-story warehouse and additional equipment for its formula feed plant is included in an expansion program announced by the Charles Nunn & Sons Milling Co.

The warehouse will be 40 ft. by 65 ft. in dimension and will furnish more than 8,000 sq. ft. of floor space for storage. The building will be completed by Sept. 1.

Equipment to be installed will include a pellet machine and some packing machinery.

E. C. DREYER VACATIONS

ST. LOUIS—E. C. Dreyer, president of the Dreyer Commission Co., and Mrs. Dreyer are on a six-week vacation, four weeks of which will be spent at Frankfort, Mich., and two weeks at Green Lake, Wis. Mr. and Mrs. Dreyer will return to St. Louis about the middle of August.

Carriers' Proposal to Up Egg Shipping Weights Rejected

WASHINGTON—The intervention of the U.S. Department of Agriculture in the request by the railroads to increase the official shipping weights of shell eggs appears to have saved shippers approximately $250,000 up to the present time and more than a million dollars annually if the higher weight had been approved by the Interstate Commerce Commission.

Last week the ICC rejected a plea of the carriers to increase official shell egg shipping weights from 53 to 56 lb., and at the same time it rejected a plea for allowing a differential in shipping weights between shell eggs shipped in fiber and wooden cases.

This decision on the part of the ICC ends a matter which has been facing the shell egg shippers since April, 1949, when the carriers first requested permission to file tariffs on the basis of a higher official weight.

In its decision last week, the ICC stated the carriers had failed to show that the higher shipping rates were not shown to be just or reasonable, and declared that the material submitted by the carriers represented as a study of shell egg shipping weights was unconvincing. In support of their appeal for higher official shipping weights the carriers had submitted a test they conducted which involved less than ½ of 1% of the total amount of shell eggs moving by railroad, and did not include any sampling of shipments from the southern rail territory.

Agriculture department officials challenged this part of the railroad case on the grounds of the inadequacy of the study, and it appears that it was on this point that the commissioners based their verdict. They said the study was not sufficient to warrant favorable action but left the door open for a more thorough and comprehensive study of shell egg shipping weights by the carriers if such a study included all shipping areas.

The commission ruled that in connection with containers that the matter of first importance was the weight of eggs and not the weight of containers, although almost a 10% difference between fiber and wooden boxes exists. The commission considered it impractical to set differential weights for wooden and fiber containers since most carlots move in mixed loads.

SOYBEAN OIL FUTURES TRADE SET AT CHICAGO

CHICAGO—Trading in contracts calling for the future delivery of crude soybean oil will be inaugurated on the Chicago Board of Trade effective July 17, Carl E. Bostrom, president, announced at a press conference July 12. Trading hours will be from 9:15 a.m. to 1:45 p.m. daily, Monday through Friday, and close at 10:45 a.m. on Saturdays.

The announcement culminates a full year of intensive work and effort in ironing out the wealth of detail incidental to initiating soybean oil futures trading, which has been under the direction of James S. Schonberg, Uhlmann Grain Co., chairman of the special foods soybean oil committee of the exchange.

The unit of trading in crude soybean oil will be one "lot" of 60,000 lb. Quotations will be made in hundredths of a cent a pound and the daily maximum price fluctuation has been set at 2¢ lb., or 200 points.

In addition to Chicago, delivery on these future contracts may be made at Decatur, Ill., Indianapolis and Louisville. Other outside delivery points located in the principal soybean producing region may be designated by the board of trade in the future.

Five of the largest soybean processors, some of which also are consumers of soybean oil, already have signified their intentions of using the soybean oil futures market for hedging and trading purposes, and a number of others are expected to do so in the near future. Companies which have signed are: Armour & Co., Archer-Daniels-Midland Co., Spencer Kellogg & Sons, Inc., the Glidden Co. and Cargill, Inc.

Contract delivery months will be December, January, March and May to correspond with the delivery months in soybeans, it was said, although these contract months on the oil futures may later be altered if circumstances warrant.

Each fluctuation of 1/100th of 1¢ lb. represents $6 on each contract of 60,000 lb. Price quotations are recorded in cents and fractions of 1¢ lb. A quotation reading "10.25" would represent a price of 10¢ and 25/100ths of a cent a pound.

Minimum commission for dealing in crude soybean oil, for the purchase or for the sale, or for the purchase and the sale of each futures contract for 60,000 lb., for a nonmember of the exchange, is $30. This is equivalent to five points (5/100ths of 1¢ lb.). Member rates are $20 a contract.

Deliveries will be made in warehouses approved as regular by the Chicago Board of Trade, located not east of the Ohio-Indiana border, nor south of Louisville, nor north of Minneapolis, nor west of the eastern third of the state of Iowa. During the last three business days of the month, deliveries may be made on track in tank cars after oil is officially sampled and certified to be of contract grade and car located at or en route to any designated delivery point.

Soybean oil futures prices will be basis Decatur, Ill. When delivery is made at a point other than Decatur, the seller shall make an adjustment to buyers by decreasing or increasing the amount due on delivery notice by the difference between carload freight from point of delivery to New York, as compared with Decatur to New York.

A pamphlet entitled "Crude Soybean Oil Futures" has been prepared by the Board of Trade explaining all details of futures trading in this commodity. It is available upon request.

C. R. McCOTTER HONORED BY INSURANCE ASSOCIATES

INDIANAPOLIS—C. R. McCotter, president of the Grain Dealers National Mutual Fire Insurance Co., was honored recently upon completion of 45 years of service to the company, including eight years as chief executive.

Mr. McCotter was a guest of his associates at a luncheon marking the anniversary. R. K. Eby, general counsel, spoke briefly and presented an anniversary gift on behalf of employees of the Indiana company.

Mr. McCotter began his insurance career as a company field man at Indianapolis in 1905 and served for many years as manager at Omaha. He was elected president in 1942.

E. E. KRAMER DEAD

BOONVILLE, IND.—Elza E. Kramer, 57, who for several years owned and operated the Boonville Grain Elevator, died at his home here July 9 after a short illness. He is survived by his widow, Nita, and a daughter.

POTENCY OF MASTITIS OINTMENT DOUBLED

PEARL RIVER, N.Y. — An improved aureomycin ointment for udder infusion, each tube of which contains in excess of 400 milligrams of crystalline aureomycin, twice the former antibiotic content, is now being marketed at no increase in price by Lederle Laboratories Division, American Cyanamid Co.

Lederle veterinary scientists, according to the company, recently proved conclusively that doubling the amount of aureomycin in each tube greatly increased the effectiveness of this product used in treating bovine mastitis, yet causes no undesirable reactions in the udder.

Chicks Placed in Principal Broiler Areas

(In thousands)

Week ending	East'n Conn.	Del-Mar-Va.	Va. Shen. Valley	N.C. Chatham-Wilkes	North Georgia	N.W. Ark.	Texas	Totals 1950	Totals 1949
April 15	172	2,787	808	434	1,369	1,003	842	7,435	7,071
April 22	265	2,919	758	447	1,353	905	815	7,465	6,973
April 29	249	3,007	719	435	1,371	918	734	7,433	6,880
May 6	197	2,933	650	341	1,367	865	720	7,090	7,062
May 13	263	2,823	627	381	1,350	799	691	6,934	6,984
May 20	186	2,800	633	393	1,366	763	676	6,820	6,740
May 27	260	2,926	589	420	1,330	799	641	6,965	6,714
June 3	283	2,833	620	453	1,361	764	681	6,994	6,624
June 10	247	2,861	696	444	1,329	738	726	7,136	6,496
June 17	217	2,980	687	453	1,361	703	707	7,106	6,386
June 24	234	3,120	681	427	1,375	688	677	7,190	5,988
July 1	262	3,079	693	490	1,382	632	669	7,206	5,784
July 8	229	3,103	...	459	1,356	737	685	...	5,361

COURSE FOR FEED MEN PLANNED BY AMBURGO

PHILADELPHIA — The Amburgo Co., Philadelphia, reports that its sixth course of study in animal nutrition, feed formulation and feed merchandising will be held Aug. 8-10 at the National Agricultural College, Doylestown, Pa. The course will be held in cooperation with the college.

Among the speakers will be Dr. Leo Norris of Cornell University, Dr. E. I. Robertson of John W. Eshelman & Sons, Lancaster, Pa., and Dr. G. C. Wallis of Standard Brands, Inc., New York. During the evening of Aug. 9, a roundtable discussion will be held.

A varied recreational program also is planned.

SUMMER FEEDING

During the summer months cattle eat more and make faster gains when fed in a dirt feedlot than when fed in a concrete lot, extension experts at the University of Illinois say.

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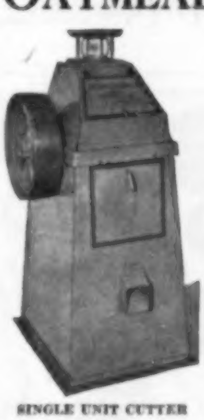
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DAIRY SCIENCE AWARD WINNERS—Awards to four men for outstanding research and service in the field of dairy science were made recently at the 45th annual meeting of the American Dairy Science Assn. at Cornell University, Ithaca, N.Y. The award winners, pictured above, were, left to right, Dr. Martin J. Prucha, professor emeritus at the University of Illinois, recipient of the ADSA honorary membership award which is given to a member of at least 20 years' standing who has made notable contributions to the industry and the association; Dr. J. Thomas Reid of Cornell, who received the American Feed Manufacturers Assn.'s $1,000 award for outstanding contribution to dairy nutrition research; Dr. Samuel Brody, professor of dairy husbandry at the University of Missouri, who received the Borden Co.'s $1,000 dairy production award, and Dr. Walter Van Price, professor of dairy industry at the University of Wisconsin, winner of Borden's $1,000 dairy manufacturing award.

Speculation

(Continued from page 1)

line limitations, CEA officials believe that they also should be given study since it is felt that once a speculative avenue is regulated the speculative traffic is diverted into other highways where no restrictions are imposed. However, on the legal side there is a reluctance to give a green light on speculative line restrictions until there is clear evidence that such activity is impairing the usefulness of that market for the hedgers.

In soybean, egg, cottonseed oil and wool tops trading, CEA officials declare that there is no doubt that speculative excesses have been clearly established in recent months, a condition which gives them full right to undertake studies to ascertain appropriate limitations on speculative lines.

If, they say, it was undertaken to impose speculative limits on cottonseed oil next year, they fear that speculators might be driven into soybean oil contract ventures which would dislocate that market for the hedging interests and compel action by CEA at some later date.

However, with the government undertaking price support programs on cottonseed and soybeans for the present crop, a decision which must be estimated on the price outlook for soybean and cottonseed oils next year, the soybean oil futures trading may be vulnerable to excessive speculative activity. This outlook may dispose the legal officers of CEA to bow to the persuasion of the CEA operating officials and okay a similar study in that market.

Previously CEA has issued reports on recent trading in soybeans futures contracts and on the dealings in the October egg contract on the Chicago Mercantile Exchange. In both instances CEA alleged speculative excesses, an index of the top priority these commodities will get once the funds for investigation are available.

8 FIRMS WIN AWARDS FOR ANNUAL REPORTS

NEW YORK — From the almost 5,000 corporation annual reports for 1949 submitted in the 10th annual survey conducted by Weston Smith of Financial World, the following eight milling companies have qualified for "highest merit award" citations:

Arcady Farms Milling Co., Central Soya Co., Froedtert Grain & Malting Co., General Mills, Inc., Omar, Inc., Pillsbury Mills, Inc., Quaker Oats, and A. E. Staley Manufacturing Co.

The stockholder reports of these companies have thus become candidates for the final judging, and one will be selected for a "best of industry" award and presented with a bronze "oscar of industry" at the Financial World Annual Report Awards Banquet. A year ago the 1948 annual report of General Mills, Inc., won the trophy for the best report in this industrial classification.

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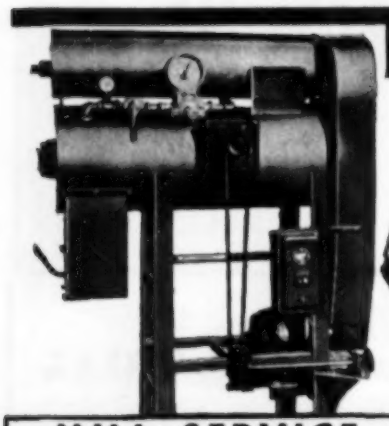

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Alfalfa Market at Kansas City Moderately Active

The alfalfa market at Kansas City was only moderately active during a recent two-week period, according to the Production and Marketing Administration market news service. Good quality dry, green alfalfa continued to be in good demand, but offerings of this type were very scarce.

Demand for the lower grade offerings was slow. Arrivals for the two-week period totaled 48 cars. Dairymen in the immediate area appeared to be quite well supplied, and with marked improvement in pasture prospects there is little likelihood of improvement in local inquiry. Dealers report only moderate outside shipping interest. Sales for the two-week period included one car at $25, one at $24, one at $23, 11 at $21, seven at $20, four at $18 and two at $16 ton.

Thirty-seven cars of baled alfalfa and 229 cars of meal were reported shipped from principal loading stations of the Platte Valley of Nebraska last week, as compared with 42 and 197 cars, respectively, the previous week. Baled alfalfa moved mostly to terminal markets and milling interests. Loading of both baled alfalfa and meal was seriously retarded by a shortage of boxcars, and with the grain harvest at hand the shortage may become even more serious. Light demand from trucks for old-crop alfalfa was noted, and lower quality alfalfa moved to points in western Nebraska and Colorado. Harvesting of second cutting was expected to start this week. Dehydrating plants in the valley are working on a second cutting alfalfa. Although the yield per acre seems to be about normal, protein is below normal, some fields being as low as 14 and 15%. Meal continued to move into scattered points in Iowa, Wisconsin, Illinois, Indiana and a few eastern points in New York and Maryland.

Harvesting of suncured second cutting alfalfa was at a standstill recently in the Larned, Kansas, area. Additional rains and humid weather held up operations. The crop has made a good growth, and tonnage is normal to above average for the cutting. Pasturage is much improved. Demand for baled alfalfa was inactive. There was little trading and movement of hay from the area. Quoted prices remained about unchanged. A truck lot sale from storage was reported at $22 ton.

Trading in prairie hay at Kansas City during a two-week period continued dull. Offerings of prairie hay were light. Arrivals totaled only 13 cars, and sales included three cars at $14, one at $13.50, one at $13 and one at $12 ton. Harvesting of prairie hay was retarded by unfavorable curing weather, and considerable hay was damaged by rain in the swath and windrow. Arrivals of new crop prairie were hardly sufficient to provide a basis for establishing price quotations on a new crop basis. Existing quotations were: No. 1 $14 and up, No. 2 $12@13.50, No. 3 $10@11.50, sample grade $8@9.50 ton.

FILES IN BANKRUPTCY

BUFFALO—The Burns Grain Co., Inc., Dunn Bldg., Buffalo, has filed a voluntary petition in bankruptcy in U.S. District Court here, showing liabilities of $18,952 and assets of $19,909. The petition was signed by Berend J. Burns, president. The company is a buyer and seller of feed and grain.

NEW ENGLAND FEEDMEN TO HEAR E. W. CRAMPTON

BURLINGTON, VT. — Featured speaker at the annual conference of New England Feedmen at the University of Vermont August 3-4, will be Dr. E. W. Crampton, professor of animal nutrition, Macdonald College, Quebec. The subject of his address will be "Feed Substitutions in Livestock Rations and Some of Their Consequences."

Dr. Crampton is well known for his research in the field of animal nutrition. He is a founder and secretary of the Quebec Feed Board and an honorary life member of the Canadian Feed Manufacturers Assn. He is a member of the National Research Council of the U.S. and of the Advisory Board to the Canadian Minister of Agriculture.

In 1948 he received the $1,000 award of the American Feed Manufacturers Assn. for research in animal nutrition.

PENNSYLVANIA MILLERS' MEETING WELL ATTENDED

EPHRATA, PA.—The preharvest wheat meeting, held here recently by the Pennsylvania Millers and Feed Dealers Assn. attracted a record attendance, with more than 160 members in attendance.

Reports on the condition and outlook for the 1950 crop were gathered from over the eastern half of the state. Aaron H. Denlinger, Paradise, Pa., president of the organization, presided at the meeting.

Principal speakers were John H. Frazier, managing director, Commercial Exchange of Philadelphia, who discussed storage and inspection of grain crops; P. W. Markley, vice president and general manager, P. R.

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Robert E. McCully

Charles E. Houghton

FISHEL PRODUCTS APPOINTMENTS—Robert E. McCully has been named regional manager for the midwestern, eastern and southern states by the Fishel Products Co. of Kingsbury, Cal., and Hope, Ind. Mr. McCully's office at Kansas City will coordinate nutritional services and direct sales of the company's new hog supplement, Swine-Dine, and other products. Mr. McCully, who is new to the Fishel organization, has been associated with the feed industry for many years. Charles E. Houghton, who has been with the company on the Pacific Coast for 15 years, will work in the field under Mr. McCully.

Markley, Inc., who discussed the export and domestic market and gave his listeners some facts that will prove helpful in the light of present conditions, and W. K. Harlacher, vice president and director of the Wheatena Corp., who discussed the handling of discounts for lower grades and the reasons for close inspections and grading of wheat. Mr. Harlacher also summarized crop conditions in this area.

NORTHWEST SHIPPERS SET JULY 27 MEETING

MINNEAPOLIS—The Northwest Shippers Advisory Board will hold its ninety third regular meeting in the Androy Hotel, Superior, Wisconsin, 9:30 a. m. July 27, 1950. H. W. Bishop, traffic manager, Nash Finch Co., Minneapolis, general chairman will preside.

Evaluation of car needs during the third quarter for transportation of commodities originating in this territory will be summarized by F. F. Flinchbaugh, International Milling Co., Minneapolis, general secretary. R. E. Clark, manager, closed car section, car service division, Association of American Railroads, Washington, will report on the national transportation situation. Robert J. Bayer, editor of Traffic World, will be guest speaker at the noon luncheon.

D. W. LIVINGSTON NAMED TO ELAM GRAIN POST

ST. LOUIS—Edward S. Deibel, executive vice president of the Elam Grain Co., St. Louis, has announced the appointment of D. W. Livingston as vice president in charge of sales.

The Elam company is a processor and handler of brewers dried grains. Mr. Livingston was formerly connected with Bradley & Baker as manager of their St. Louis office.

MILK CONSUMPTION

The annual consumption of milk and cream averages up to 45 lb. a person, University of Illinois farm experts point out.

FRUEN'S ACE BRAND ROLLED OATS

(Steamed Rolled)

For every feeding purpose requiring good, clean rolled oats at a lower price. Send for samples and prices.

Mixed Cars at Straight Car Prices

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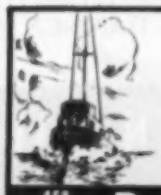

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It Pays to Keep Books on a Departmental Basis

• By Arthur Roberts

DEPARTMENTIZING your business means dividing it into departments and then keeping your books on a departmental basis so that you know how much you earn departmentally. The dealer who does not departmentize may lose a lot of money without realizing it. One or more departments may show a loss. And, if his books are kept on a composite basis with sales and expenses lumped for the business as a whole, the composite net profit obscures the departmental loss.

Some dealers who sell heavily in certain lines will keep separate accounts for each line, such as poultry equipment, fencing, etc. However, one can carry departmentization too far. Then it becomes too complex a procedure for the average dealer. Keep departmentization down to a minimum consistent with the procurement of adequate business facts.

The main departments in the retail feed business are feed, grinding, hatchery and farm supplies of one kind or another. The dealer who operates more than one of these departments should see that their operations are recorded separately on the books. It is not difficult to departmentize sales and the costs of goods sold. Just make provision for columnizing these departments in the journal and write up corresponding pages in the ledger. If a cash register, counter register or just a sales slip taken out of an order book is used as the basis for posting, the sales can be easily identified for entry to the proper department.

On purchases of resale goods, the invoices are the basis of entry, and they, likewise, give sufficient information to make accurate recordings. On grinding jobs and hatchery sales, the information is also available for accurate book work. However, inasmuch as these departments require processing, the cost of sales, an accounting term covering labor and materials on process work, requires more calculation than the mere transference of figures from a supplier's invoice covering resale goods. In such cases, all labor and materials are charged to departmental operations, and columns are provided in the journal from which the departmental entries are posted to the accounts in the ledger.

The Difficulty Involved

Up to this point the work isn't involved, it's just a case of breaking down the sales, purchases of resale goods and the time and materials into departments and recording them departmentally in the books. It is when one gets to the departmental overhead expense that one has difficulty, and the seeming intricacy of the overhead calculation causes many dealers to forego departmentization or discontinue it in a short time.

Much overhead expense, unlike the cost of goods sold, is not bought departmentally. It is bought for the business as a whole, and it is not identified as being chargeable to any one department. Insurance, office expense, delivery expense, the owner's salary—such outlay cannot be identified for split-up to the departments or lines. But, some overhead expense may be identified in cases where the outlay is made especially for the department. This is called direct departmental expense. Where it is not identifiable, it is indirect departmental expense.

For example, depreciation on grinding equipment is a direct expense chargeable to the grinding department. It would not be fair to lump this and charge it to the business as a whole. An advertisement covering only poultry supplies would be chargeable to this line or under the general heading "farm supplies." If hatchery operations occupy a separate building, this is a direct charge to the hatchery department. If grinding operations and hatchery operations are housed in the same building, this housing expense may be charged direct according to the floor space occupied. Where it is possible to break down an expense exactly and charge directly to a department, do so.

Indirect Expenses

But, what about those indirect expenses that cannot be broken down with any degree of exactness? They

(Continued on page 16)

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PROCESSED AND RECONDITIONED IN OUR MODERN PLANT
FOR PROMPT SERVICE AND SPOT QUOTATIONS TELEPHONE COLLECT 2-8355
All Bags are machine vacuum cleaned, mended, sorted, graded, inspected and baled ready for use. Providing the highest possible quality at the lowest price.
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Feed manufacturers will find increased demand for their brand when the proper vitamins and concentrates are used. Besides carrot oil Vitamin A, Nutritional Research Associates produce a wide variety of concentrates.
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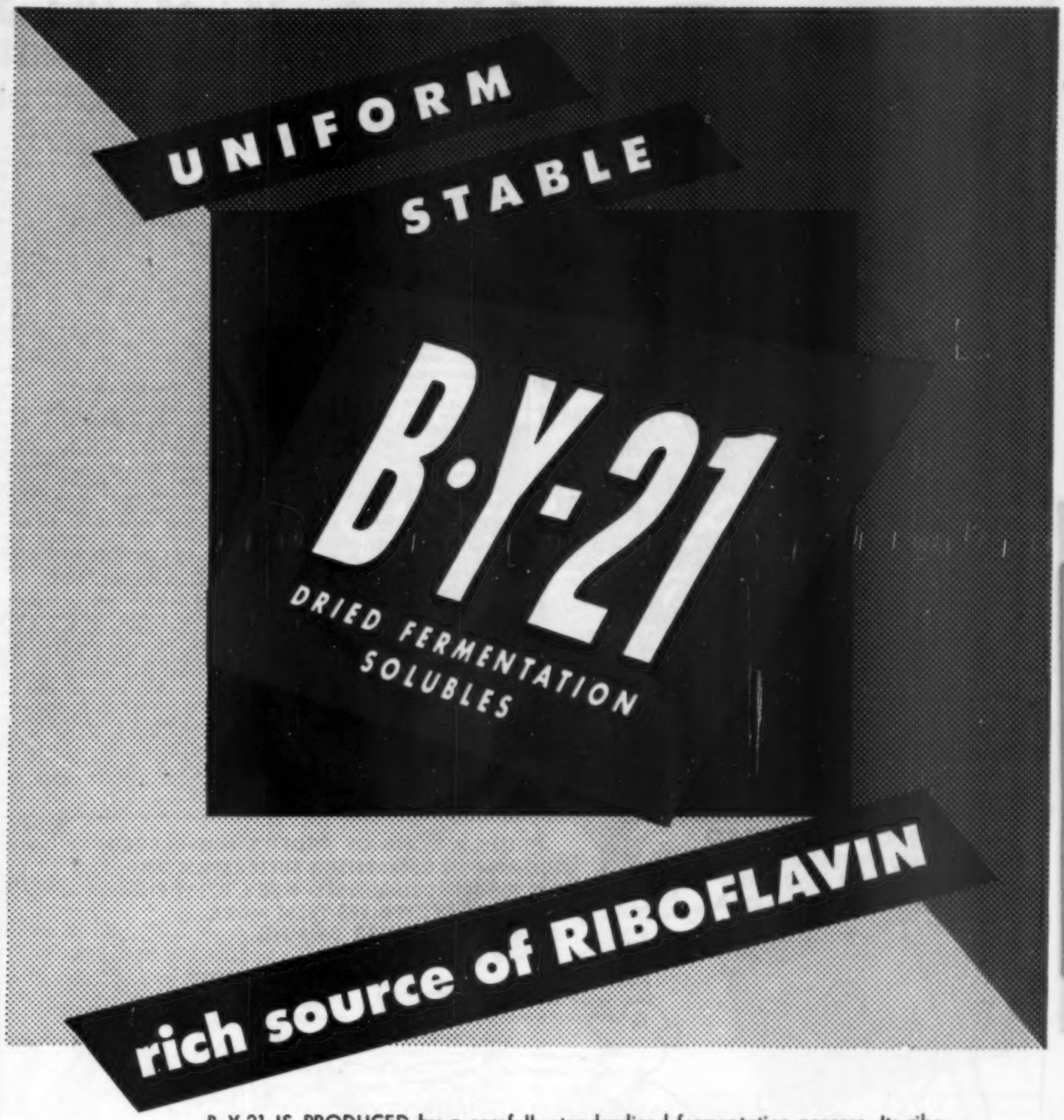

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Europeans Shun High-Priced U.S. Grain, May Buy More from Russia

LONDON—The recent rise in the prices of American feed grains, attributed to the news from Korea, has led to a slowdown in the buying of North American grain by the importing countries. Business, observers report, is fading out.

This may mean the start of a long term reduction in European purchases from the U.S. and Canada, and although the present recession is due to temporary disturbances, it may be continued when the forecasted abundant harvests of Europe are gathered.

Such a tendency will, of course, be welcomed by those governments anxious to conserve their dollar resources in order to divert them to the purchase of goods not readily obtainable for sterling. Currently, it is difficult to obtain grain supplies elsewhere, corn being especially difficult. Despite this, there is evidence of growing buying resistance to North American supplies.

Buyers have adopted a policy of awaiting developments, and in this connection the future attitude of Russia will be important.

Large Crops Seen

Reports indicate that the coarse grain crops in the countries of eastern Europe will provide a record for the postwar years. Drouth caused acute difficulties in each of the past four years and meant diminished outturns, but the favorable conditions experienced in recent weeks have given growers grounds for optimism. It is not yet certain whether the Russians will continue their insistence that grain must be handed over by the Rumanians and Bulgarians as war reparations, but the possibility is not discounted in western European market circles.

Russia has already signified her interest in the forming of a general European grain agreement, and the evidence available points to the fact that her existing stocks and potential stocks are good enough to warrant an interest in the export markets of western Europe.

Observers have suggested that the Russians have been engaged in the building up of a large grain reserve, a policy which would explain the reluctance of the authorities to sell, except at exorbitant prices, during the past year. This reserve, together with a satisfactory yield from the Russian harvest and the expected gains from the Balkan countries, might mean that the Russians would be more amenable on the question of price.

Prestige Gains

Russian prestige as a trading nation has risen considerably in Europe as a result of the way in which she has met her commitments under the Anglo-Russian grain agreement which provided the British with 1 million tons of coarse grains. While the prices paid are rumored to be high, a fact which cannot be confirmed because of the refusal of the British government to divulge the terms of the deal, the quality of the grain was satisfactory.

If the Russians treat other countries with the same consideration and at the same time bring their prices into line they will, observers suggest, capture a large slice of the international grain market.

The possibility of satisfactory offers from Russia may, therefore, assist in offsetting the difficulties of buying for dollars in the North American market and may result in a reducing of the business hitherto available to North American exporters.

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Government Buys 33 Cars of Bran for 'Hopper Bait

DENVER—The Bureau of Entomology and Plant Quarantine office in Denver bought 33 cars of pure bran July 8, it was announced by Paul C. Wirth, director of the grasshopper control division. The cars are for destinations in Wyoming and are for shipment this week, with the exception of two cars which will be shipped next week.

Awards were made to the following: Colorado Milling & Elevator Co., 90 tons, $53 used bags, Omaha; Colorado Milling & Elevator Co., 90 tons, $56 used bags, Denver; General Mills, Inc., 240 tons, $54.60 new bags, Oklahoma City; General Mills, Inc., 90 tons, $51 used bags, Kansas City; Jay Juul Co., 320 tons, $52 new and used bags, Kansas City; George Hoyland Co., 120 tons, $55 used bags, Kansas City, for shipment the week of July 10.

For shipment the week of July 17 the bureau bought 60 tons from the Chadron (Neb.) Milling Co., $52.20 used bags, Chadron.

INTEREST GROWING IN AFMA MOTION PICTURE

CHICAGO—With interest in the American Feed Manufacturers Assn. movie, "Growth of a Nation," growing rapidly, the AFMA has announced that 167 prints are in circulation. Immediate delivery is being made on new orders.

The educational and public relations vehicle for the feed industry has been set up for showings at more than 20 states and national meetings in addition to the many showings by film purchasers. Eight separate showings for 500 U.S. Department of Agriculture officials have been held in Washington.

Further information on the AFMA motion picture may be obtained from association headquarters at 53 W. Jackson Blvd., Chicago.

MUTUAL MILLERS, FEED DEALERS PLAN MEETING

JAMESTOWN, N.Y.—The Mutual Millers and Feed Dealers Assn. will hold its midsummer convention Aug. 22-23 at the Hotel Jamestown in Jamestown.

Members and guests will be entertained the evening of Aug. 22 at a baseball game between Jamestown and Bradford, Pa. Business sessions, with election of officers, will take place the morning of Aug. 23. Luncheon, afternoon and banquet programs also are being planned.

COUNTY FEED GROUP FORMED IN ILLINOIS

JACKSONVILLE, ILL.—Some 30 feed dealers, vocational agriculture instructors and bankers were present recently for an organizational meeting of the Morgan County (Ill.) Feed Club. The meeting was sponsored by the Illinois Feed Assn.

Officers elected were John Powers, Woodson Farmers Elevator Co., president; Leonard Payne, Dixie Mills, vice president; Howard Davenport, Davenport Elevator Co., secretary, and F. J. Kaiser, Orleans Farmers Elevator Co., treasurer.

Dr. L. E. Card, head of the University of Illinois animal science department, was principal speaker. He said the group, composed largely of businessmen interested in the prosperity of farmers, could do a great deal to encourage improved feeding, breeding and livestock management practices in the area.

BUYS GRAIN COMPANY

MINNEAPOLIS, KANSAS—The Ottawa County Grain Co. here has been purchased by a new owner and is now known as the Solomon Valley Grain Co. Also included in the sale which took place in Salina was the Ada Grain Co. at Ada, and the Lindsey elevator at Lindsey. Names of the new owners have not been announced.

GRAIN ELEVATOR BURNS

COLUMBIA CITY, IND.—The Peabody grain elevator, five miles south of here, was destroyed by fire the last of June, with damage estimated at $60,000.

KAFIR & MILO
Largest Dealers in Southwest
MID-CONTINENT GRAIN CO.
Kansas City, Mo.

FISH MEAL
Fish Solubles Mixtures
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BUFFALO 3 955-957 Ellicott Square Bldg.
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When crops roll in, Steinlite Moisture Testers keep the truck lines moving . . . save precious time during peak periods. You can make an *accurate moisture test* with a Steinlite in *one minute without destroying the sample!*

The Steinlite is the world's most popular and practical moisture tester—and Seedburo is your only source of this famous *electronic instrument!* More than 16,000 elevators, seed houses, processing plants, etc., now rely on the Steinlite to hustle up the measuring of moisture—the most important step in determining the grade of many commodities. Steinlite speed can save hundreds of analyzing hours . . . Steinlite accuracy can save thousands of dollars in a single season.

When products are in storage, the Steinlite is a great time and money-saver, too. Moisture tests are so easy and quick to conduct, you can make frequent checks on condition . . . prevent damage through spoilage or insect infestation. No. 105 . . . $330.00, F.O.B., Atchison, Kansas.

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- ★ FAST. Requires only One Minute to make an accurate test.
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- ★ FREE TRIAL. Sold on a 10-day free trial basis.

It Pays to Keep Books

(Continued from page 12)

should be allocated on a ratio to sales basis. For example, say that sales volume for the year is as follows:

Feed sales	$30,000	60%
Grinding sales	5,000	10
Hatchery sales	8,000	16
Farm supplies	7,000	10
Total sales	$50,000	100%

Suppose that indirect departmental expense totaled $12,000. Then, allocate this expense on the basis of the foregoing ratios, which reflect the departmental sales as a percentage of total sales.

Feed sales	$7,200	60%
Grinding sales	1,200	10
Hatchery sales	1,920	16
Farm supplies	1,680	14
Total indirect expense	$12,000	100%

If you break down your figures this way at the end of the period when you prepare a profit and loss statement, you will get a good idea of what each department earns or loses after charging same with a fair share of the overhead.

Where labor is inter-departmental, it may be allocated directly by keeping costing records, which are apart from the financial accounts. Of course, if this will involve too much paper work, forget it. "Never spend a dime to save a nickel," is a cost accounting maxim that should be followed here. In many establishments, there is more paper work than necessary, and this increases costs, sometimes more than the savings effected by the excessive recordings. As in all things, common sense must be utilized here.

Too Little Recording

In general, however, dealers in this field try to get by with too little recording. On grinding jobs, the dealer should know how much it costs him to grind feed per hundredweight or whatever unit he finds convenient for costing purposes, and this means keeping costing records of some kind on operations. The same goes for hatchery operations. Such records should show labor time and materials used, and from this record a direct charge can be made for the labor and materials used in the departments involved.

In charging rental expense direct to a department where more than one department occupies the premises, the basis is the square foot calculation. If an area has 1,000 sq. ft., and if one department occupies 600 sq. ft., then 60% of the rental or ownership expense is chargeable to that department. Light and heat may be charged direct in the same way. Power is charged to those departments where it is used. Depreciation is charged directly, based on the machinery or equipment used in the department. Repairs and maintenance likewise. Insurance is charged to the department based on the departmental coverage. If there is overlapping coverage, the values of the properties insured form the basis for departmentization. Wherever it is impossible to split up the departmental expense with any semblance of accuracy, the percentage allocation based on sales as illustrated in the foregoing tables will provide adequate figures for business analysis.

Departmetal figures will never be accurate to the penny. They are only approximations, but near enough to reveal departmental losses that would not show up otherwise or the relative profitability of each department. Use the same method of calculation each time. Do not change the formula. If you do, the figures will be useless for comparative analysis.

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Eminent nutritionists state that Brewers' Dried Yeast contains two unknown factors necessary for the proper growth of chicks.

Brewers' Dried Yeast is a food, high in easily assimilated protein (40 to 45%), with all essential amino acids, and is one of the best-known sources of the B-vitamins.

Available now in adequate quantities so feed mixers can be assured of a continuous supply.

Write for formula booklet and names of firms producing Brewers' Dried Yeast.

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Effect of Aureomycin on Animal Nutrition

By E. L. R. Stokstad

EDITOR'S NOTE: The accompanying article is the text of an address by Mr. Stokstad at the recent third annual poultry and feed conference held at Atlanta under sponsorship of the Georgia Feed Assn., the Georgia Baby Chick Assn. and the University of Georgia poultry department. Mr. Stokstad is associated with the Lederle Laboratories division of the American Cyanamid Co., Pearl River, N.Y.

THE recognition of the existence of the animal protein factor stimulated the development of fermentation products as a source of this vitamin. Evidence was already available which indicated that bacteria were able to make the animal protein factor. Research on the development of a fermentation method for the production of animal protein factor was initiated at Lederle Laboratories soon after the existence of this factor had been established and before the role of vitamin B_{12} had been recognized.

A bacterial fermentation product was developed which increased the growth of chicks on a vegetable protein ration and which was also effective in humans with pernicious anemia.

Soon after the isolation of vitamin B_{12} it was found that this vitamin produced a growth response in chicks on vegetable protein rations. A search was then made for fermentation processes capable of producing this vitamin. It was found that vitamin B_{12} was formed during the fermentation production of the antibiotic aureomycin. Products from aureomycin fermentation were developed as commercial sources of animal protein factor.

Animal experiments with animal protein factor supplements from the aureomycin fermentation soon established that other growth factors were present in addition to vitamin B_{12} (1). The growth response given by aureomycin fermentation products was greater than that obtainable with pure vitamin B_{12} or vitamin B_{12} concentrates. The results of a typical experiment are shown in Table 1, page 48. (2).

This extra growth response produced by aureomycin fermentation product could not be duplicated by feeding large quantities of any of the known water soluble vitamins.

Experiments with chicks at other laboratories have yielded similar results. Couch and Reed (3) at Texas Agricultural Experiment Station showed that all-vegetable protein rations containing .25 to 1% of an aureomycin fermentation product produced better growth than a diet containing 6% fish meal and 2% fish solubles. Singsen and Matterson (4) at the University of Connecticut found that the addition of .17% of an aureomycin APF supplement increased growth on a high energy ration.

Since fish meal and fish solubles are sources of vitamin B_{12}, it appears that improvement in growth on these diets already containing fish meal was due to the addition of a second growth factor.

Turkeys seem to have a higher requirement for the second factor than do chickens. Several experiments have shown that turkeys on vegetable protein diets will not respond to vita-

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min B_{12} but will respond to supplements containing the second factor. McGinnis (5) at Washington State College has reported that an aureomycin APF supplement gave a marked increase in the growth rate of turkeys fed either vegetable protein or animal protein rations. The addition of liver extract which was known to contain vitamin B_{12} was without effect. Singsen and Matterson (4) at the University of Connecticut found that vitamin B_{12} supplements did not affect the growth of turkeys but that an APF supplement from aureomycin fermentation produced an increased growth response.

The most striking effects of aureomycin APF supplementation have been observed with pigs. Cunha and co-workers (6) at the University of Florida found that the growth of pigs on a corn and peanut meal ration was markedly increased by the addition of an aureomycin APF supplement but no response was produced by vitamin B_{12} concentrates. Increased growth responses of 26 to 153% as compared with the basal ration were produced in the Florida experiments by the addition of aureomycin APF supplements.

Catron (7) at the University of Iowa studied the effects of aureomycin fermentation products and found an increase in the growth rates of pigs. Various batches of aureomycin fermentation supplement were fed to 195 pigs which showed an average daily gain in body weight of 1.6 lb. per pig with a feed efficiency of 3.47 lb. of feed per pound of gain. In contrast, 50 pigs receiving no supplement had an average daily gain of 1.30 lb. and a feed efficiency of 3.74 lb. per pound of gain. Only 3% of the animals receiving aureomycin APF were removed from the experiment because of enteritis while 22% were removed from the control groups.

Krider and co-workers (8) at the University of Illinois also observed a larger growth response with an aureomycin APF supplement than with a B_{12} concentrate when fed to pigs.

Results Obtained

In studies at Lederle Laboratories (9) it was found that pure crystalline aureomycin would produce a growth response similar to that obtained with crude aureomycin fermentation products. Streptomycin, succinylsulfathiazole and 3-nitro-4-hydroxyphenylarsonic acid produced similar but less marked growth responses. Other results with chicks (10) showed that crystalline aureomycin would produce a growth response. Experiments at this laboratory showed that aureomycin was also effective in promoting the growth of turkeys (11). Lillie and Bird (12) at the U.S. Department of Agriculture have also reported the production of a growth response by the feeding of aureomycin to chicks.

In a collaborative experiment at Lederle Laboratories and at the University of Florida (13), aureomycin was found to increase the growth rate of pigs and to decrease the incidence of diarrhea. In one experiment an increase of 40% in the growth rate was observed on the addition of pure aureomycin to the ration. In a second

(Continued on page 46)

C. E. Ryan

APPOINTMENT—The addition of C. E. Ryan to the executive staff of Meridian Grain and Elevator Co., Meridian, Miss., has been announced by Max N. Tobias and Morris E. Burka, owners. Mr. Ryan has assumed the duties of general manager and director of nutrition. He has had wide experience with several southern feed mills and has served on the Nutrition Council of the American Feed Manufacturers Assn. He is a graduate of Louisiana State University.

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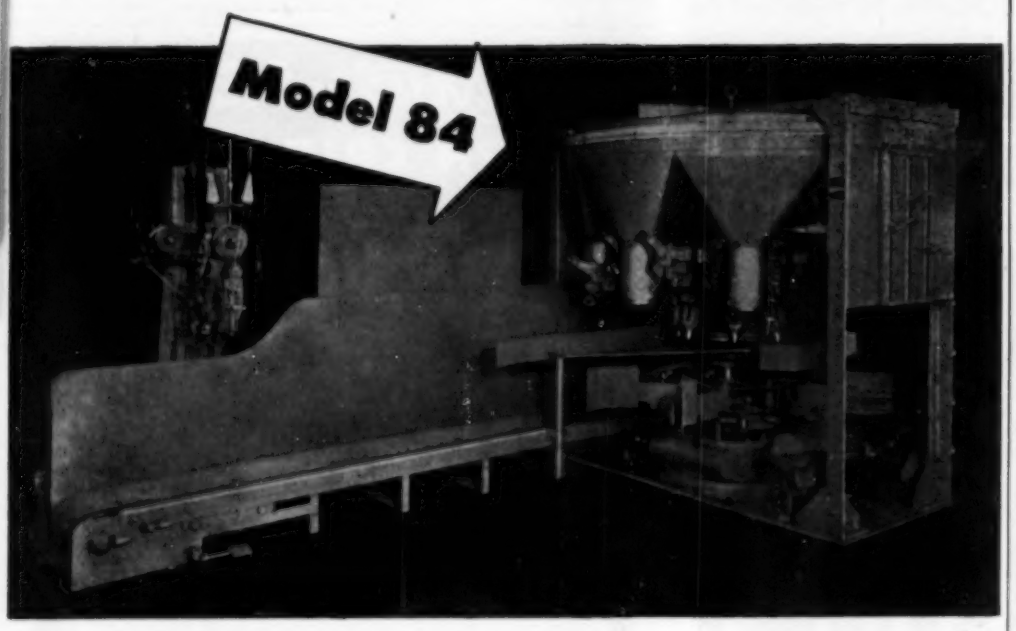

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*Supplied by APF concentrate, source of B_{12}

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CHICK GROWTH IN 41 DAYS

This chart shows the extra growth that may be expected when chicks on a vegetable protein basal diet get *complete* APF (both B_{12} and Whey Factor), compared with chicks on the same basal diet with B_{12} alone or whey factor alone.

Chicks fed 5 micrograms of Vitamin B_{12} per kilogram of diet grew 171 grams above basal response. Chicks receiving a supplement consisting of 5% Peebles' Dried Whey-Product gained an average of 201 grams above the basal. Combining these two supplements produced a gain of 512 grams!

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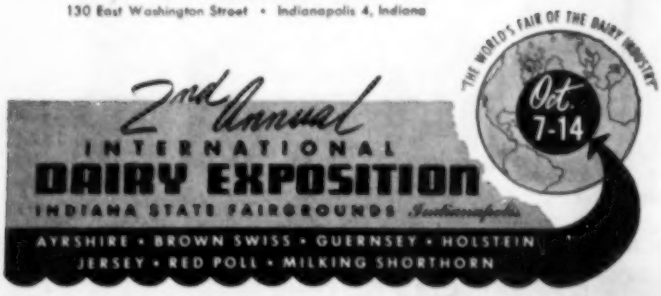

Report Warns Against Increased Controls, Cites Import Legislation

WASHINGTON—A report issued recently by the Grain & Feed Dealers National Assn. points out how government controls of commodity trading and agriculture are continuing to increase. The report cites recently passed legislation which permits a "super-control" on imports of commodities that would "materially interfere" with a U.S. price support program.

The text of the association's "Off the Cuff" comment follows:

As the U.S. commodity price support program remains at a very high level and threatens to move even higher on some items, the need for increasing "controls" is everywhere evidenced. Even the former high tariffs on commodities might not be able to hold out foreign production which looks eagerly toward our high market prices, so Congress has adopted legislation which permits a super-control on commodities that would "materially interfere" with a U.S. support program.

Here is the language of the amendment adopted by Congress:

(Amended Section 22 of AAAct)

"(a) Whenever the Secretary of Agriculture has reason to believe that any article or articles are being or are practically certain to be imported into the U.S. under such conditions and in such quantities as to render or tend to render ineffective, or materially interfere with, any program or operation under this Title or the Soil Conservation and Domestic Allotment Act, as amended, or Section 32, Public Law Numbered 320, 74th Congress, approved Aug. 24, 1935, as amended, or any loan, purchase, or other program or operation undertaken by the Department of Agriculture, or any agency operating under its direction, with respect to any agricultural commodity or product thereof, or to reduce substantially the amount of any product processed in the U.S. from any agricultural commodity or product thereof with respect to which any such program or operation is being undertaken, he shall so advise the President, and, if the President agrees there is reason for such belief, the President shall cause an immediate investigation to be made by the U.S. Tariff Commission, which shall give precedence to investigations under this section to determine such facts. Such investigation shall be made after due notice and opportunity for hearing to interested parties, and shall be conducted subject to such regulations as the President shall specify.

"(b) If, on the basis of such investigation and report to him of findings and recommendations made in connection therewith, the President finds the existence of such facts, he shall by proclamation impose such fees not in excess of 50% ad valorem or such quantitative limitations on any article or articles which may be entered, or withdrawn from warehouse, for consumption as he finds and declares shown by such investigation to be necessary in order that the entry of such articles will not render or tend to render ineffective, or materially interfere with, any program or operation referred to in subsection (a) of this section, or reduce substantially the amount of any product processed in the U.S. from any such agricultural commodity or product thereof with respect to which any such program or operation is being undertaken: Provided, that no proclamation under this section shall impose any limitation on the total quantity of any article or articles which may be entered, or withdrawn from warehouse, for

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consumption which reduces such permissible total quantity to proportionately less than 50% of the total quantity of such articles which was entered, or withdrawn from warehouse, for consumption during a representative period as determined by the President: And provided further, That in designating any article or articles, the President may describe them by physical qualities, value, use, or upon such other bases as he shall determine."

The amendment goes on to provide that this amendment shall not be enforced against international agreements in effect at the time of its passage.

It is generally accepted that the President will act in such cases upon the advice of the Secretary of Agriculture, thus giving this secretary tremendous additional powers in fact. True, the Tariff Commission investigates the President's "reason to believe," but its findings are probably not conclusive, for the President may issue the proclamation if he merely "finds the existence of such facts."

Bit by bit the series of artificial price controls grows, while the consumer studies the daily press reports of another rise in the cost of living. Many nations have followed this road; it is nothing new to this generation. And every such national assault upon the laws of supply and demand has had some temporary success, only to end in eventual disaster.

In the face of political claim that the present program aids "farmers," there is some interesting adverse comment from the Northeast Farm Foundation. Men of this group represent farmers directly, and they say in their monthly letter:

"Hundreds of millions of bushels of grain are locked away in dead storage. In this year of bumper crops and huge so-called surpluses, the grain markets are as tightly set against eastern buyers (dairymen and poultrymen) as though we were going through a season of scarcity. . . . Meanwhile the CCC is asking for $2 billion more of taxpayers' money. This means further vast quantities of feed grain bought up and locked away out of reach of the livestock industries which represent the only reason for growing it in the first place."

A very prominent cotton farmer totals the so-called "benefits" to farmers from acreage allotments:

"For thousands of cotton families, allotments to the farms they live on make the difference between having food and shelter for the next crop year, or not having them. For example: Altus Barmbrook had 457 acres of cotton last year and 16 cropper families. For the next year, he gets 200 acres and says he'll let eight families go."

Towner Phelan, vice president of the St. Louis Union Trust Co., comments on this whole fantastic farm fever:

"Our interference with free markets produces shocking inequities as 'thousands of cotton families' being deprived of 'food and shelter' by rea-

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There's the solidity of an established *fair-dealing* national concern . . . The Quaker Oats Company. There's the *dependability* of the complete line of Ful-O-Pep Feeds . . . built by practical research. There's the *backing* of Ful-O-Pep's hard-selling advertising . . . and the friendly *cooperation* of the Ful-O-Pep District Representative.

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son of acreage controls while other farmers are paid from $100,000 to $500,000 each by the federal government. This did not happen because the men in Washington are wicked and evil. It happened because such inequities are an inescapable part of any scheme of economic planning designed to replace the free market. It happened because of the unforeseen consequences of the actions of men in Washington who seek to usurp the functions of God."

Cooperation Builds Better Business in the Community

With an influx of tourists during the summer, Rapid City, S. D., keeps a good band very busy making appearances at local towns in the nearby trade territory. Businessmen help defray the expenses of the band, which provides many an evening's musical entertainment for groups of villagers and tourists. The band thus builds good will for Rapid City and its merchants. Rapid City also has a 24 hour Tourist Center service which helps make this city a tourist's headquarters.

• • •

Members of the retailers' committee at Norfolk, Neb., who put on the annual Farmers Night Dinner, hang their heads in shame when the total number of plates falls below the 1,000 mark. During the past few years there have been no committeemen with hanging heads. This shows the tremendous interest in this big rural dinner, packed with top-flight entertainment, good agricultural talks and opportunities for farmers and city folks to enjoy a meal together and get acquainted. Norfolk merchants say this big annual dinner is one of the best trade promotion ideas they have ever tried.

• • •

One sure-fire annual trade promotion event which Deadwood, S. D., citizens always use each summer to attract tourist is a play depicting the "Trial of Jack McCall" for the killing of Wild Bill Hickok. It is played four times weekly for one month and is advertised far and wide. Many tourists stay over at Deadwood just to see this play. Wild Bill Hickok, toughest of the old time western characters, is a legend throughout the West, the glamor of his name and deeds stirring the blood of many visitors.

WYANDOTTE APPOINTMENT—Dr. Paul E. Burchfield (left) recently succeeded Charles S. Johnson (right) as director of technical service, Wyandotte (Mich.) Chemicals Corp., Michigan Alkali Division. Mr. Johnson, retiring from active service, will serve in an advisory capacity. Dr. Burchfield was affiliated with Harshaw Chemical Co. and the United Gas Improvement Co. before joining Wyandotte in 1943. He has been assistant director of the technical service department since 1946.

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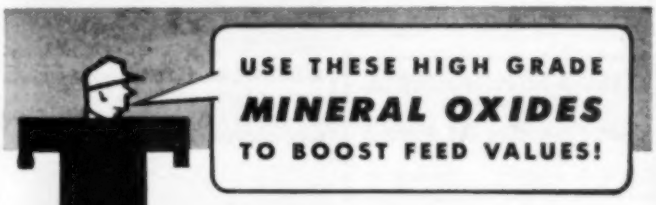

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Advertising That Wears Well

WHEN Pop Henley came to work that warm summer morning, he wore a pair of new canvas gloves. However, this pair of white gloves with blue wrist trims was different from any other pair in town; for on the back of the gloves were the following words, apparently lettered with black ink: "Brooks Feed Mill."

Milt Peters sighted the gloves and remarked, "Quite an idea, Pop. I suppose you figure that maybe 25 to 50 customers per day will see you wearing those gloves and thus Joe gets some extra publicity."

Pop Henley smiled a little tolerantly. There was a twinkle in his sharp blue eyes. "You have hit on part of the idea, my boy," he said, "but the scope of a program I have in this connection is considerably more extensive. Later in the morning, if trade dwindles a bit, I should like to have Joe call us all together, and I'll explain my plan in more detail."

"Doggone that Pop," said Milt a little later to Butterball Barlow. "He always rubs me the wrong way when he won't tell me some idea he has. Why does he have to keep it secret so long?"

Butterball smiled with the wisdom of 19 years. "Why, Milt, your redheads use the same technique on you, and you love it."

"What do you mean?"

Butterball grinned. "Well, they don't tell you everything, do they? They make you wonder. They make you wait. They tease. They flirt. Why? Just to make you more curious and perhaps persistent."

A knowing light came into Milt's eyes. "Say, I think you're right, Butterball. Maybe Pop's smarter than I think he is."

A Meeting Is Called

By 10 o'clock, every employee at the mill, including Joe Brooks, knew Pop Henley had an idea and wanted to tell them about it. Everyone was curious, so by 10:30 Joe called a little informal meeting in the salesroom, inasmuch as there was a temporary lull in the flow of customers.

"That's quite a pair of gloves you're wearing, Pop," said Joe. "Thanks for the advertising."

"I'm glad you like it," smiled Pop. "How would you like to have about 50 to 100 farmers in your trade area all wearing canvas or leather gloves which advertised your feed mill?"

Joe's eyes widened. "I certainly would like that, Pop. But I can't afford to give away so many gloves. Why, even the canvas ones cost 39¢ a pair, and the leather ones run as high as $2.50 a pair."

"You don't have to give the gloves away," Pop said gently. "I propose that the farmers buy them from you—at a price."

Joe Brooks looked very puzzled. He scratched his brown-thatched head. "Please explain, Pop."

"It's this way," Pop said. "I have a few salesman friends who visit me once in a while. They get around. They see things. One of these men told me of a glove idea a Nebraska retailer uses. And I think we can use something like it."

Joe and the employees waited for Pop to continue.

"We can have a hand stamp made," Pop went on, "and stamp our store name on the back of every pair of gloves we sell—that is, if farmers will let us."

"But they won't," Milt put in. "They'd prefer gloves without some dealer's name on them."

Pop Explains

Again Pop smiled patiently. "We'd pay them for letting us stamp our name on each pair of gloves. It would be a sort of ad for us. Let us say that a pair of canvas gloves is put on sale by us at our glove rack at the wrap

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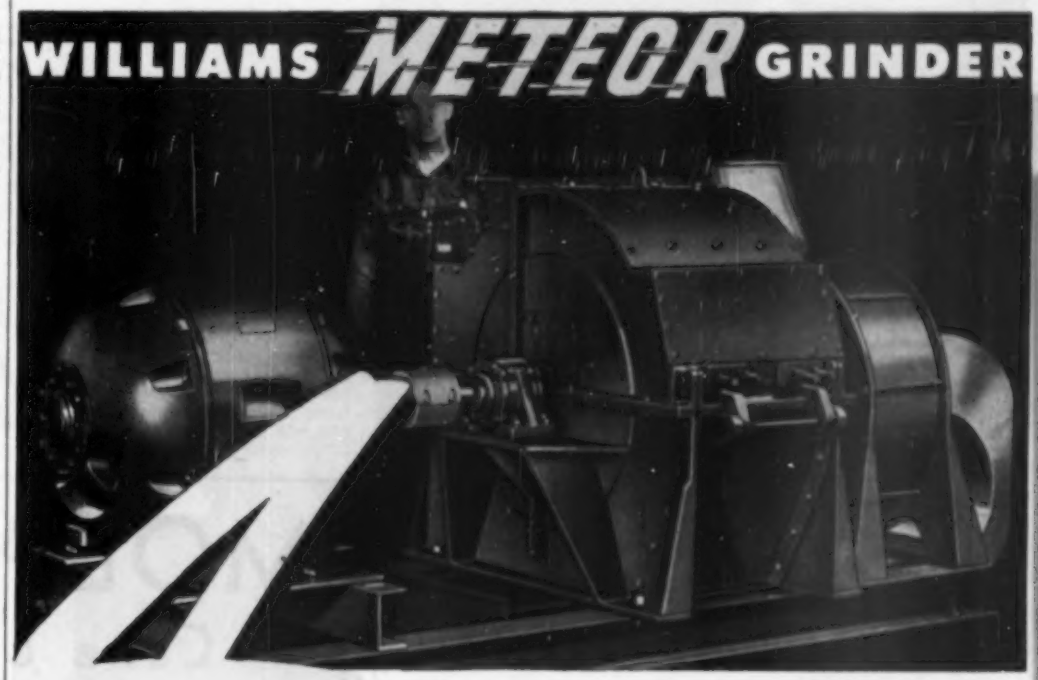

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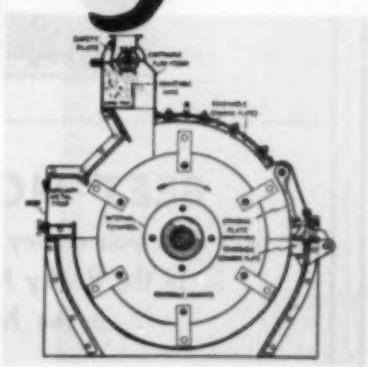

Sectional view: Note unusually long grinding plate which withstands abrasive wear. This permits screens to be used for sizing only, thereby minimizing wear because screens do *not* act as grinding plates. Note large discharge area.

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counter, priced at 39¢. If the farmer lets us stamp our name on the gloves, we will pay 6¢ for such an ad. Subtract 6¢ from 39¢, and that leaves 33¢ net which the farmer has to pay for his gloves."

Joe Brooks whistled. "A nice saving for the farmer and a good ad for us."

"But how about the expensive leather gloves at $2.50 a pair?" asked Smiley Johnson. "Six cents wouldn't be much of a discount."

"On such a pair, we could afford to pay 25¢ or 30¢ for an ad stamped on a pair of gloves," Pop said. "That's about the scale the Nebraska retailer uses. And it really appeals to the farmers."

Butterball Barlow spoke up. "I sure like that idea of Pop's. We could put a big sign over our glove rack by the wrap counter, explaining the plan to farmers. I'll bet it would bring us plenty of publicity. And think of all the gloves that would be worn throughout the area bearing the feed mill name."

Worth Trying

"It certainly is worth trying," Joe replied. "And perhaps we could have a picture taken of a farmer buying such a pair and one of us stamping a name on the gloves. We could print the picture in our newspaper ad, invite farmers to come and get their gloves here—gloves with an ad on."

"A headline could read, 'We Pay You to Wear Our Gloves,'" Smiley suggested. "I like the stunt the more I think of it."

"Sure," Milt put in. "Maybe we won't make much profit on gloves, but every farmer who comes into the mill to buy them is a good bet to buy feeds and other supplies. And farmers throughout the area who would see others wearing the gloves certainly would be reminded of this feed mill."

"Go ahead and work out the plan and the publicity in any way you want, Pop," suggested Joe. "It is your idea."

Pop beamed with pleasure. "Thanks, Joe. I'll be glad to do it." Then a slight frown crept over his face. "By the way, it seems to me that I have been bringing a lot of ideas into our merchandising program lately. I like to do it, but why should the rest of the guys lay down on the job. Can't they think?"

Milt's face got a brick red. "Why, you—you old fossil!" he spluttered. "So you think you're pretty good, don't you? We'll show you, won't we, boys?"

The other employees nodded and went back to their jobs, determination in their set faces and rapidity in their movements.

"Pop," Joe said with concern, "do you think that last remark of yours was called for? The boys are sore."

"Sure, it's all right, Joe," returned Pop cheerily. "I've seen it work time and again. You've got to insult your fellow employees once in a while to stir up the competitive spirit. Otherwise they'll all sit back on their—well, you know. Complacency and self-satisfaction are the worst thing a boss has to fight. You watch—your cash register will fill up quicker now that the boys are mad. And when I start praising the ideas they think up, they'll forget I insulted them. I'll be a bosom friend again."

"Maybe you're right," Joe said. "At least I hope so."

(To Be Continued)

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Called to see the ill Mrs. Kelly, the doctor went upstairs to the sick room but came down in a few minutes to inquire of Kelly, "Have you got a cork-screw handy?" Given the tool, he disappeared up the stairs.

Several minutes later the doctor was back. "Got a screw driver?" he asked Kelly. Instrument in hand, he went upstairs again.

Almost immediately he was downstairs again. "A chisel and mallet, quickly," he demanded. The distraught husband could stand it no longer. "For the love of Heaven, doctor," he begged, "what's the matter with my wife?"

"Don't know yet," was the reply. "Can't get my medicine bag open."

◆ ◆ ◆

"Do you think I should put more fire into my editorials?"

"No," said his editor. "Vice versa."

◆ ◆ ◆

"What's the matter, little boy?"

"Ma's gone and drowned all the little kittens."

"Dear me; that's too bad, isn't it?"

"Yes, and she promised me I could do it."

◆ ◆ ◆

First Nut (in darkness of insane asylum): "I bet you can't climb up that beam of light."

Second Nut: "You think I'm crazy? I'd get half way up and you'd turn it off."

◆ ◆ ◆

Hot-shot Buchmeister was checking through his legal papers and found that certain items were incomplete. He got his insurance agent on the phone and asked him, "This fire insurance I got on my house, . . . uh, how much would I get if it burned to the ground tonight."

"About 10 years."

◆ ◆ ◆

Policeman: "Here, let me help you unlock that door."

Souse: "Thank you, officer. I'll hold the key—you hold the house."

◆ ◆ ◆

Friend: "Don't you hate to be as old as 96, Uncle Joe?"

Uncle Joe: "Heck, no, bub—if I wasn't this old I would be dead."

◆ ◆ ◆

Co-ed: "Do you shave, Willie?"

Willie: "Yep, been shaving for five years and I cut myself both times."

◆ ◆ ◆

Minister (in eulogy at funeral of gambler): "Spike is not dead. He only sleeps."

Voice from rear of chapel: "I've got a hundred bucks that says he's dead."

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FIRM NAME _____
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CONVENTION CALENDAR

July 18-21 — International Baby Chick Assn., Municipal Auditorium, Minneapolis, Minn.; exec. sec., Don Turnbull, 15 W. 10th St., Kansas City, Mo.

Aug. 3-4 — New England Feedmen; University of Vermont, Burlington, Vt.; sec., W. M. Andersen, 177 Milk St., Boston 9.

Aug. 18-19—North Carolina Feed Manufacturers Assn.; Ocean Forest Hotel, Myrtle Beach, S.C.; sec., W. E. Dunn, Xaniton, N.C.

Aug. 21-22—Illinois Feed Assn.; Pere-Marquette Hotel, Peoria; sec., Dean M. Clark, 327 So. La Salle St., Chicago 4.

Aug. 28-29—Nutrition school for feed men; University of Wisconsin, Madison, Wis.

Aug. 28-30 — American Soybean Assn.; Hotel Leland, Springfield, Ill.; sec.-treas., George M. Strayer, Hudson, Iowa.

Sept. 18-19 — National Mineral Feeds Assn.; Bismarck Hotel, Chicago; exec. sec., Peter W. Janss, 1012 Des Moines Bldg., Des Moines, Iowa.

Sept. 24-26—Grain and Feed Dealers National Assn. and Missouri Grain, Feed & Millers Assn., joint convention, Kansas City (Mo.) Municipal Auditorium; headquarters, Grain & Feed Dealers National Assn., Hotel Muehlebach; sec., Don F. Clark, East Lansing; sec.-treas., John A. Krusoe, P.O. Box 472, East Lansing.

Sept. 29—Nutrition school for feed manufacturers and feed dealers; Iowa State College, Ames.

Oct. 4-5—Association of American Feed Control Officials; Shoreham Hotel, Washington, D.C.; sec.-treas., L. E. Bopst, College Park, Md.

Oct. 6-7—Pennsylvania Millers & Feed Dealers Assn., convention, and Nutrition conference in cooperation with Pennsylvania State College; Hotel Brunswick, Lancaster, Pa.; sec., Jess P. Humpton, 28 E. Orange St., Lancaster.

Oct. 7-14—International Dairy Exposition; Indiana state fair grounds, Indianapolis, Ind.

Oct. 12-13 — Nebraska Formula Feed Conference, sponsored by Midwest Feed Manufacturers Assn., University of Nebraska College of Agriculture and Nebraska Department of Agriculture, University of Nebraska, Lincoln.

Oct. 26-27—Virginia State Poultry Federation; Hotel Roanoke, Roanoke, Va.; exec. sec., R. F. Frazier, P.O. Box 558, Richmond 4.

Oct. 26-27 — Oklahoma Formula Feed Conference at Stillwater; sponsored by Midwest Feed Manufacturers Assn., Oklahoma A. & M. College and Oklahoma State Board of Agriculture.

Nov. 2-3—Cornell Nutrition Conference for Feed Manufacturers, Statler Hotel, Buffalo, N.Y.; chairman, Dr. F. W. Hill, Cornell Poultry Dept., Cornell University, Ithaca, N.Y.

Nov. 3-4 — Michigan Associated Feed Men; Michigan State College, President, Kansas City, Mo.; sec., J. D. Dean, 20 W. 9th St. Bldg., Kansas City.

Nov. 8-9—Missouri Formula Feed Conference; University of Missouri, Columbia.

Nov. 9-10—Ohio Animal Nutrition Conference; Ohio State University, Columbus.

Nov. 20-21—Western Grain & Feed Assn.; Hotel Fort Des Moines, Des Moines, Iowa; sec., Mark G. Thornburg, 432 Des Moines Bldg., Des Moines 9.

Nov. 27-29—Midwest Feed Manufacturers Production School, Hotel 100 Merchants Exchange Bldg., St. Louis 2; headquarters, Missouri Grain, Feed & Millers Assn., Hotel President; sec., D. A. Meinershagen, Higginsville, Mo.

Dec. 6-7—Michigan Turkey Growers Assn; municipal auditorium, Saginaw; sec.-treas., William A. Aho, East Lansing.

1951

Jan. 8-9—Ohio Grain, Mill & Feed Dealers Assn.; Netherland Plaza Hotel, Cincinnati; sec., C. V. Thomas, 44 E. Broad St., Columbus.

Feb. 21-23—Nutrition School, Virginia Polytechnic Institute, Blacksburg, Va.

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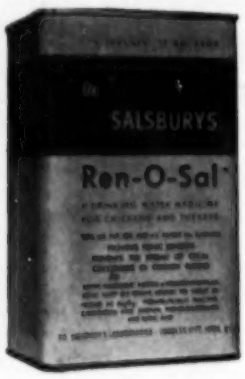

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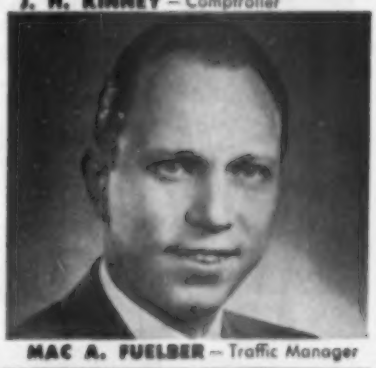

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Preparing to Meet Competition

* * *

By Milton Bammel

WOULD you, Mr. Feed Dealer, consider stepping into the prize ring for a boxing match with a defending champion, without a rigorous period of physical training?

I don't think you would. Perhaps even with the period of training you wouldn't, because it takes a mighty good man to whip a boxing champion.

Likewise, Mr. Feed Dealer, do you think it is wise for a dealer to step right into the river of business competition such as we have in 1950, from a period of soft, easy selling—and do this without some good stiff, business training?

I am sure that you will agree that it is unwise to do so. And yet many business men, including some feed dealers, are facing the rising competitive tide without a change in plans or pace. To meet competition—and let us not kid ourselves otherwise—we need to undergo a constant self descipline and training if we are to deliver the knockout punch to Mr. Sales Obstacles and win the glittering championship, which in this case is Miss Profit.

Meeting Competition

Now what are the things which the alert feed dealer will find it very helpful to do so that he can meet competition more powerfully?

Ask yourself the following question: the answers should be revealing:

Are my employees trained in the job they are to do? Do they really know what is required to sell under competitive conditions, as contrasted to the easy way? If they don't, then get started quickly on a specific program.

Employee training also involves pay incentives. I have just seen a report of the Lincoln Electic Co., Cleveland, Ohio, pioneer in pay incentive plans. Last year this firm distributed $3,821,973 in incentive payments to 1,097 workers.

This money doubled the pay for the year of all the men. This incentive program not only doubled the pay of the men but it has reduced the selling price of the firm's products to less than half that of comparable products on the market.

The average product output per person on the Lincoln payroll is $29,748, compared with $6,895 as the average output per person of three

Miss Martha Peto

WITH GRAIN FIRM—Miss Martha Peto has become associated with the David City (Neb.) Grain Co., owned by her father, the late Soma Peto, who was a member of the Kansas City Board of Trade for 31 years until his death in 1947. H. E. Shrader will continue as general manager of the firm, which operates five country grain stations in Nebraska. A graduate of Notre Dame de Sion and the University of Kansas City in business administration, Miss Peto has worked for milling and grain firms in Kansas City. The David City company is just completing construction of a new 25,000-bu. elevator and does a large local feed mixing and retailing business.

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other firms and is over four times greater than similar companies without pay incentives.

Mr. Dealer, this report shows that in this case a pay incentive system centainly works. Perhaps a similar plan will do marvels for you, increasing worker output so you can meet competition more sucessfully.

Customer Relations

Are you building good customer relations? Most certainly as competition gets keener you will need to hold your present customers, just as you will need to get new customers regularly. Time spent in taking care of the needs of regular patrons and showing them that you appreciate their business, as well as keeping a weather eye peeled for new customers and their needs is going to build a fine customer relationship for you which will pay off.

Are you keeping customers advised of what you can do for them? This is a department in which many business men fail. They do not conduct a consistent advertising and sales promotional campaign which features all products, and which shows customers how such products fill their needs. Many a time a customer has said to a merchant, "I didn't know you handled that item," or "I didn't know you performed that service."

When remarks like this are made, it means that someone has failed to merchandise products and service properly. Take the time to talk to each customer for a considerable period—perhaps in the privacy of his home or barn—so that you fully understand his needs. Knowing this, you can be qualified to tell him how you can fill those needs.

Learn the Customer's Needs

Learning what the customer needs is one of the best ways to inform him of what you can do for him. Individual customer's needs often vary. Thus through questioning and visiting, you can be of better service. Yes, it takes time, but it is the thorough, the most effective way.

Are your stocks of feed and other merchandise, as well as displays in good shape? Several months ago, I complimented a feed dealer on the excellent condition of his store, which contained many farm supply items. "Thank you," he smiled, "but believe me it takes a lot of work for all of us to keep the store this way. But we are glad to do it, because it means more sales."

Yes, a store does not become clean and well arranged just through wishing. It calls for daily, constant care, but as the aforementioned dealer says, "It pays." If the customer in competitive times does not like the looks of your store, he or she will go elsewhere.

Is your store a friendly place to do business in? Every store has an atmosphere. Either it is friendly, ritzy, dignified, cold, dull, interesting, uninteresting, etc. Do you actually know how people regard the atmosphere of your store?

Do patrons stand around and talk freely, laughing a good deal, inquiring about friends and relatives, and do the clerks and you yourself join in this conversation? Are you willing to take time to fill a patron's needs, no matter how small the list? If so, the chances are that your store is a friendly place where folks like to come to buy.

Watching the Overhead

Have you squeezed the water from your overhead expenses and brought prices into line competitively? Now more than ever, with costs rising in many instances, despite a slowing demand, it is important for a feed dealer to pare his costs to the bone. Eliminate those little expense items which add nothing to you business efficiency, or which duplicate other services. Look over your costs regularly and you'll always find one or two items which you can eliminate to your profit.

You can prepare you business for keen competition provided you begin now.

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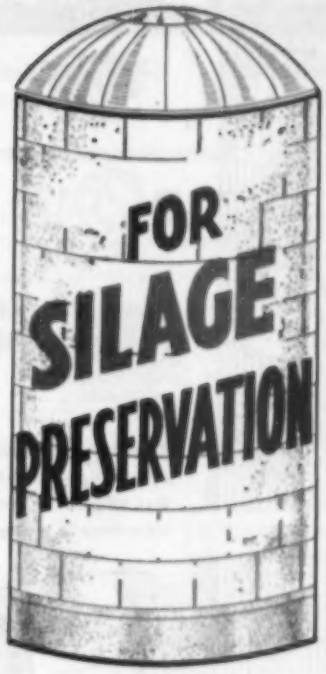

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Don't Look Out the Window

• • •

By John Gibson

HAVE you ever gone walking down the street of any village or city and seen some merchant or employee standing in his store and looking out the window or the front door? Of course, you have, and most of the time the expression on the face of that store owner or employee was not cheerful. He was standing there because there were no customers in his store, no one to wait on. He stands at the window wishing for more business, looking for customers who are not there at the moment, perhaps bitterly criticizing the harsh world, the competitors who cut prices. All this and much more, too, shows on his face.

Would you want to go into a store to be greeted by a man with such business history written on his face for all to see? No, I don't think you would. You'd pass him by. And as a matter of fact no customer likes to enter a store where the owner or an employee is standing up front, doing nothing, except to pounce upon the first customer who enters (or so it seems to the customer).

The exception is the merchant who likes to stand at his front door for a few moments to enjoy a spring day or a cooling breeze after a hot spell. In such a case, the expression on his face is one of joy or relief, not one of gloom.

What should the merchant do when business is slow, rather than stand at the front of the store?

Well, the answer is that he should be doing something to bring more traffic into the store. You can make money working out ways to bring customers into the store, just as you can make money making the actual sale and getting the cash.

How about a sign in the front window, for all to see—something along this line, "Come in for a game of cards, or listen to the radio, or read the newspapers and magazines, or just sit in our leisure corner. No charge. No obligation to buy."

Such a sign will fit into many a feed business. You undoubtedly have room for such a "leisure corner," and that invitation in the window may bring in many people who will later develop into good customers. Let them know that you are a friendly cuss, that you have thoughtfully provided a place for them to sit and spend a few minutes if they have idle time. They will appreciate it. That leisure corner will pay handsome dividends to you in good will and future business.

Do you still have some time now and then between customers? Well, don't stand by the window. Make a check of your store to see that every item which is displayed on the floor and in the windows is price-tagged.

Sales Management Magazine recently made an extensive survey on the matter of price-tagging. The conclusion reached from the survey was that any merchant who does no plainly price-tag all his displayed merchandise is missing some actual sales.

The survey revealed that there is absolutely nothing to be gained by withholding prices and waiting for the interested customer to ask for it. In fact, in some instances, the interested customer loses interest when he does not see the price displayed, and he goes his way. Thus a possible sale is frequently lost.

Eighty-five per cent of the consumers who were interviewed in the survey said they wanted prices displayed in the windows, the store and newspaper advertising. Rather conclusive, isn't it, Mr. Feed Dealer?

Furthermore, 43% of the consumers said that they believe they were lured into impulse buying because prices were displayed. Why not try complete price-tagging sometime?

And while you are price-tagging every displayed piece of merchandise in your store, why not try placing one little word or two of "stimulus

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By controlling outbreaks, losses are held to a minimum

By obtaining better feed assimilation, cost per pound of meat produced is lower

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The success of feeds that contain MEGASUL Nitrophenide in cutting down losses from death and stunting by prevention and control of outbreaks of coccidiosis are today the talk of the feed and poultry industries. Serious losses from coccidiosis are no longer feared if a prevention and control program based on use of MEGASUL is followed. Moreover, birds on a MEGASUL feed show better utilization of feed.

The usefulness of MEGASUL in preventing and controlling outbreaks of coccidiosis is based on its *suppression* of the infection—reduction of coccidial organisms. Coccidiosis occurs everywhere and all birds contract *some* infection at some time. Coccidial infection prevents the proper assimilation of feed. By *suppressing this infection* by continuous low-level feeding of MEGASUL, better assimilation of feed secures greater weight gains. These better weight gains among treated birds hold true even when they are compared *with untreated birds that show no outward signs of coccidial infection.*

Through the use of feeds that contain MEGASUL

- Countless thousands of chicks formerly lost through outbreaks of coccidiosis now reach maturity.
- Weight gains are more rapid because of better feed assimilation.
- More marketable meat is produced from 100 pounds of feed.
- Birds show better feathering, yellower shanks and more uniform size.
- In general, the benefits derived usually pay many times over for the small extra cost of feeds that contain MEGASUL.

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Animal Feed Department

LEDERLE LABORATORIES DIVISION

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copy" on each page? You can do it if you stop to think or consult that folder close at hand. Those few words of copy on the price tag or card, stressing some feature of the product, may be just enough to sell a customer as he fingers the price tag and reads it. You'll get many sales through this method.

Do you still have some time on your hands during the business day? Well, please do not stand at the window. Go to your office and check that customer list. Are there any who have not been in your store or mill for months? If so make a list of them, noting on the list the days since their last purchase.

Your next job is to telephone these people. Think over carefully what you are going to say to each one. Suppose you try to telephone only five a day. Then the telephone job will not become too much of a chore. However, by telephoning even five a day, you can contact 25 to 30 old customers each week.

If you keep up this leisurely telephone pace for a few months, undoubtedly you will have contacted all the old customers who have not purchased anything from your store in recent months. Such recontacting will bring many of them back and give you a much better perspective on current merchandising conditions.

What, you've got more time yet between customers? Well, wait a minute. Before you stand at the window looking gloomily out into the street on which the rain is pouring down, start thinking of all the good merchandising ideas you have tried in your store.

Begin a scrapbook of those ideas. Record them fully. You'll be surprised how many now seem workable again to you. And if you will, you can clip the ideas that appeal to you from trade magazines, cataloging them for easy reference.

Now, at long last the scrapbook is finished. No more to do? Time to stand before the window again? Heavens, no! Take that scrapbook and pick out one idea to work out and put into practice every week.

Do this and you'll benefit. You'll attract more business, and you will be so bsuy that you will have no time "to stand and look out the window."

H. H. Kanatzer, Sr.

RETIRES—H. H. Kanatzer, Sr., who has been employed by Chase Bag Co. since June, 1910, has retired on his 40th anniversary with the company. He began his work with Chase immediately upon being graduated from high school in Kansas City and has worked at nearly every office position including that of sales manager of the Kansas City branch before expanding his sales activities to several midwestern states. At the time of his retirement he was in charge of the Hutchinson, Kansas, branch and will continue to make Hutchinson his home.

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The Rural Newspaper Is Interested in the Farmer

★ ★ ★

By William Foster

PRACTICALLY all weekly newspapers published in small towns have a large percentage of rural subscribers. In fact, sometimes as high as 75% of all subscribers to such papers live on farms, because such newspapers cover townships and often entire counties.

Because of this rural subscription list, Mr. Feed Dealer, the local editor is very interested in timely news and informative articles about farmers, and he is willing to print such material if he can get it.

But the editor gets weary of printing too much the same type of news over and over again, the sort of releases that come from general farm industry sources. Some of this material is very good and is worth printing. But the newspaper editor likes to brighten his farm page with some lighter, more dramatic human interest stuff which has local interest.

The feed dealer can help the editor in this task and also direct more attention to farm life, to the use of more and better feeds and farm supplies, and can aid in boosting consumption of farm products.

How can this be done?

Well, remember that in a small town or rural area, names make news. The more names of people you can get into the news, the more readers the newspaper will have. Names are magic attention-getters. Editors love news and articles that have local names in them. Try it and see.

Those editors who can afford it send reporters into the rural areas once a week to interview farmers and thus sprinkle their news with names. But there is not enough of this—most editors cannot afford such coverage regularly.

However, the alert feed dealer can suggest interview topics to any country editor now and then, and the editor usually will gather information on it. Such interviews could run once a month.

What topics?

Well, the farmers are interested in what time the other fellow gets up. Have the editor or his reporter interview the farmer and his wife on what time the family gets up, how long it takes the farmer to get his morning chores done, and also what he and his family eat for breakfast.

Some dealers may not think that topic important, but it is. All people get up each morning. The time they get up is very vital to them. You cannot get away from getting up, unless you are sick, crippled or dead. Farmers are proud of the time they get up and the amount of work they do before breakfast. They are proud of it even if they hate like the deuce to do it. They like to laugh at town and city folks who do not get to work until 7, 8 or 9 a.m.

Human Interest Angles

In such interviews the farmer can tell how many chickens, hogs and cattle he must feed before breakfast,

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FEEDSTUFFS

how many cows he must milk, what short cuts he has discovered. You will be amazed how many human interest angles will creep into such interviews and the editor will love it. You can't go wrong on this topic. Farmers like to talk about themselves and their type of life.

Another topic which can be used in such an interview program is "What does the farm family do on Sunday?"

Sunday is a mighty important day on the farm. Largely it centers around church, creaking dinner tables and family fun. Think of the rich human interest topics that will be uncovered in such an interview on every farm. The editor will like that, too.

And with such stories telling of the good milk, eggs, meat and other products consumed on the farm, the appetites of town folks are going to be whetted, too.

A separate question could be "What do farm folks do for amusement?" This question has been used in surveys in various communities and the results are surprising. You'll be amazed at the number of farm folks who like to stay right home on the farm, play games and listen to good radio music.

If you want to get an idea of what a good weekly newspaper editor does with farm news, send for a sample copy of the Decorah Public Opinion, Decorah, Iowa. The editor, L. Ahern, makes weekly visits to farmers residing in his area.

Rain or shine, this editor makes his farm visits and writes a very interesting farm page. The news and articles concern farms he visited, names of owners, some of their history, the size of the farm, their interests, the kind and size of flocks and herds. Such news makes very interesting reading.

This editor also takes pictures of farm scenes, houses, barns, herds and flocks and prints many of them. The entire page is filled with "human interest." Of course, on this farm page the editor also prints many general farm news releases, too, but you can easily see that both types of articles make a much more interesting farm page than does only one type of news.

Always remember, Mr. Feed Dealer, that a weekly newspaper is a private business enterprise. Of course, the editor likes to promote public welfare and it should be his chief stock in trade. But what he is after is "readership" and he knows that one of the ways he can get it is through "human interest" news and stories. So he likes to print as many of those human interest stories about people in his town and rural community as he can get. A good story with human interest will make his front page any week.

If you know the editor's weakness, namely, human interest stories, you can slant your approach for publicity along this line. He can get expert articles on feeding and farming from many authorities just by requesting such articles. And the authors can live thousands of miles away, too. But the weekly editor cannot get local human interest articles from distant sources. To get them he or his reporters must dig, dig, dig. It's hard work.

The feed dealer, knowing the farmer so well, his likes and dislikes, his habits of living, can often suggest interview topics to the local editor which will gladden that fellow's heart.

Such free publicity can do a great deal toward promoting better feeding, greater poultry and dairy products consumption and also a better appreciation of farm life, not to say anything about better town and country relationships, and more business for the feed dealer.

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They Make It Easy for Farmers to Buy

By Martin Francis

THE average farmer is a friendly fellow, and he likes to do business with feed dealers who are friendly and helpful. This spirit of friendliness is very evident at the large plant of M. Young & Co., Winterset, Iowa, in the heart of a splendid agricultural area.

Myles and Blair Young, brothers who operate the company, make it a practice to try to become acquainted with every farmer in the area and call him by his first name. Now and then, too, when the farmer comes to the mill to buy feed or farm supplies, he is given an invitation to discuss his feed problems with the owners at any time. He is also given to understand that these problems will be discussed thoroughly, even if it means that a special trip must be made to his farm by one or both of the brothers.

Help of this sort is appreciated by the farmers very much. They also like the large clean mill and premises, the large drive-in facilities and the roomy loading areas. M. Young & Co. has plenty of customer parking space, and it is often needed on busy days in this thriving little Iowa city.

All the buildings owned by the M. Young & Co. were painted with an aluminum mixture last year, and it is not amiss to say the feed plant area is the best looking structure in the entire town. Farmers can't miss this plant on their way in and out of Winterset.

The large office of this firm is a spot where farmers like to congregate and to visit. There are many chairs in the office, and the walls have many posters, photos, clippings and other items of interest to farmers, neatly placed so as to facilitate inspection. Farmers are always browsing about the office, reading some item which often proves helpful in farm operation.

At the large desk check blanks from most of the leading banks in the area are available. If farmers who come in and make purchases forget to bring their checkbooks, they can usually get such blanks right at the feed mill office. This facilitates cash buying and is just an example of the good, all-around service which farmers can get at this modern plant.

While feed, principally poultry and hog feeds, constitutes a very sizable annual volume, the firm also does very well on seeds and coal. This wide range of products helps to give the firm opportunity to maintain a satisfactory volume of business all year around and also enables it to contact numerous farmers throughout the area. The Young brothers find that good feed service to a farmer helps to give the company a better chance to get his coal business and vice versa.

Case Histories

Myles and Blair Young are very interested in what they term "case feed histories." For example, when a farmer asks a question about his special feeding problem, the brothers do not rest with a simple answer. They take the time to dig up all the information they can about that individual farmer's problem and see that he gets it, even if such research takes a long time. In this way a "file" is accumulated on that farmer's problem, and he knows that the firm takes plenty of interest in seeing that he gets the right solution to his problem. This increases his gratitude and also his respect for the feed firm.

The Youngs neglect no source of good business. One opportunity they have followed up during recent years is the "businessman farmer." Quite a number of businessmen in the area have invested in farms near Winterset in recent years, and these men try to apply to the operation of their farm the same business initiative and analysis which make their businesses successful.

Naturally such farmers are very anxious to listen to the detailed feed analysis and production stories which the Youngs have available to tell them. The Young brothers know,

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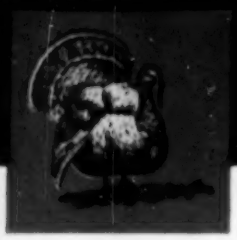

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Farmers like to visit this plant

too, that when a business man accepts their advice and feeds his livestock and poultry according to their recommendations, many other farmers watch the experiment and come and check on results closely. Thus, such "businessmen farmers" are often an excellent source of recommendations, and the Young brothers use such opportunities whenever they can.

In an area such as Winterset, which is principally dependent upon agriculture, current farm topics, crop outlooks and farm developments are of great interest to everyone, especially businessmen. As more businessmen purchase and operate farms, they get a much better appreciation of farm problems and bring farm topics up for discussion at business meetings.

M. Young & Co. has demonstrated that a progressive feed firm can be in the top rank of retailing firms in the community. Both Myles and Blair Young are active in civic and community work, doing their share to make their town progress. Such work helps them in operating a more profitable feed business because it aids them in coming into contact with more people in the area and learning their problems.

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Immediate deliveries.

The KELLY-DUPLEX double-geared chain drag with motor drive, variable speed control.

Vertical Feed Mixer with Sacking Scale for weighing after mixing. Built integrally with frame.

Corn Sheller with blower for husks, cobs and chaff. 100 bushels per hour capacity.

The Duplex Mill and Mfg. Co., Springfield, Ohio

Gentlemen: I want to know more about KELLY-DUPLEX feed mill and elevator equipment, and how to increase my profits by planning for lower handling and operation costs. I am interested in items checked at right.

- ☐ Vertical Feed Mixer
- ☐ Hammermill
- ☐ Corn Crusher
- ☐ Corn Scalper
- ☐ Chain Drag
- ☐ Corn Cutter & Grader
- ☐ Electric Truck Hoist
- ☐ Pitless Corn Sheller
- ☐ Regular Corn Sheller
- ☐ Beer Mill
- ☐ Magnetic Separator
- ☐ Mill Blower
- ☐ Electric Motor
- ☐ Full Line Booklet

NAME _____

ADDRESS _____

FISH SOLUBLES and alfalfa...

THE IMPORTANT PART OF THE MIX!

SEA-MAID is a special blend of 40 per cent highest quality PAPROCO west coast condensed fish solubles and 60 per cent top-quality alfalfa leaf meal and dehydrated alfalfa meal. The fish solubles are held in their original vitamin-rich form as the mix is not redehydrated. SEA-MAID comes packed in convenient 100-lb. bags.

A RICH NATURAL SOURCE OF APF

distributed by
JAMES H. SELEY & CO.
704 S. SPRING ST., LOS ANGELES 14, CALIF. TELEPHONE MUTUAL 1371
write for complete descriptive booklet

Call

Van Dusen Harrington Co.

for Barley, Oats, Corn

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MINNEAPOLIS DULUTH

CONSUMERS SOYBEAN MILLS, Inc.

Jobbers and Producers

SOYBEAN OIL MEAL

1122 Flour Exchange Phone: BR 6781

MINNEAPOLIS, MINN.

A-D-M BANQUET—Soybean meal buyers in the Minneapolis area were guests of the Archer-Daniels-Midland Co. at a get-acquainted banquet at the Minneapolis Athletic Club recently, to introduce John P. Broshard, new head of soybean oil meal sales for A-D-M. Mr. Broshard had formerly served as manager of A-D-M oil plants at Portland, Ore., and Buffalo, N. Y. Seated at the head table are Ted Paulson, Russell-Miller Milling Co.; Jim Watson, Blatchford Calf Meal Co.; John Broshard; Clyde Hendricks, Pillsbury Mills, Inc., N. W. Moore, vice president, Archer-Daniels-Midland; George Smith, head of A-D-M's linseed meal division; Harvery E. Yantis, editor of Feedstuffs, and Wayne Fish, Wayne Fish Co. T. L. Daniels, A-D-M president, is seated near the post at the right.

OHIO GRAIN, FEED MEN PLAN MEETING JAN. 8-9

CINCINNATI—The Ohio Grain, Mill & Feed Dealers Assn. will hold a special midwinter meeting in the Hotel Netherland Plaza here Jan. 8-9, 1951, it was decided at a recent meeting of the executive committee in Columbus. Ralph H. Brown, Early & Daniel Co., president, said that the Cincinnati Feed Club and the Cincinnati Board of Trade will cooperate in the convention arrangements, with a joint committee being appointed in the near future for the purpose.

BUYS MARION PROPERTY

MARION, IND.—Evans Industries, Inc., Muncie, Ind., has purchased the stockyards and packing plant building of the Ballard Packing Co., Marion, Ind., idle since May 20, for the manufacture of cat and dog food. The new owners expect to start operations July 1. The 3-story plant contains 500,000 sq. ft. of floor space.

FREIGHT AID EXTENDED

OTTAWA—J. G. Gardiner, minister of agriculture, announced in parliament recently that freight assistance on feed grains moving to eastern Canada and British Columbia from the prairie province will be continued for another crop year, until July 31, 1951. Since the policy was first inaugurataed in 1941 a total of $139,789,527 has been paid out in freight assistance. The total of feed grain involved was 24,745,000 tons.

STABILIDE

reduces iodine loss

STABILIDE* —potassium iodide *stabilized* with calcium stearate—is designed to iodize feed, salt and calcium carbonate mixtures. Try STABILIDE. It may solve your problem of iodine loss in storage.

Scientists at the Mellon Institute found that "an iodized livestock mineral containing 0.21% stearate-coated potassium iodide lost 0.5% of the original iodine content during two months, while an unstabilized mineral containing the same ingredients lost 14% of the iodine content."[1]

STABILIDE
MINIMIZES IODINE LOSS
ASSURES UNIFORM IODINE CONTENT
EASY TO MIX THOROUGHLY
FREE FLOWING

Write today to your nearest Mallinckrodt office for samples, prices and complete literature.

Other Mallinckrodt iodizing mixtures are Ioflow,* Iomag,* and Iodide Mixture.

*Trade Mark Reg. U. S. Pat. Off.

[1]"Stabilization of Iodine in Salt and Foodstuffs" by F. F. Johnson and E. R. Frederick, SCIENCE, Oct. 4, 1946, Vol. 92, PP315-316.

MALLINCKRODT CHEMICAL WORKS
95 YEARS OF SERVICE TO CHEMICAL USERS
UNIFORM DEPENDABLE PURITY
MALLINCKRODT STREET, ST. LOUIS 7, MO. • 72 GOLD STREET, NEW YORK 8, N. Y.
CHICAGO • CINCINNATI • CLEVELAND • LOS ANGELES • MONTREAL • PHILADELPHIA • SAN FRANCISCO

Improve Collections

★

Here Is Some Advice That Can Help

By William Riemer

WHEN the feed dealer finds himself with too many slow-paying accounts each month, some of which may be classified as delinquent, he should check his billing and collection procedure with a few of the reasons that contribute toward slow payments.

Sometimes the reason why some accounts are slow-paying is the responsibility of the dealer himself. Other times, it is the fault of the customer. However, if the dealer will check his own procedure carefully and eliminate his own error, he can work exclusively on the customer's faults.

Mistakes on statements. When customers receive statements which are in error in favor of the seller, many become irritated. Some will not even call the matter to the attention of the seller. They'll wait until he discovers it for himself. In the meantime the state of irritation exists, the unpaid account becomes older, and the customer is able to hang onto his money longer. In such a case, he often delights in keeping his money for another 30 days or until forced to pay.

Therefore, every dealer will be wise if he takes care to make certain that monthly statements are correct to the last detail. Then the customer will have no excuse, except his own financial condition, for not paying.

Legible statements. It is amazing how many small, independent dealers still make out monthly statements in pen and pencil.

Moisture and other conditions can affect the legibility of even the most clearly written words and figures. Even where there is no moisture in statements, some statements are so written that it is difficult for the customer to read them. Customers also become irritated in this instance and hold up payment.

I think you could go through some invoices you have received this month and find some which are written in pencil or ink, which you cannot read very well. Be sure this is not the case with your customer. He may have forgotten all the items which he bought. The invoice or the statement should state these clearly in groups. That makes the customer feel like paying a bill more quickly. If he must work hard to check on the items, you'll get your money at a much later date.

Late statements. Many merchants vary their monthly statement mailing dates. This is bad practice. Set a date for mailing and send those statements. Try to arrange it so the customer gets his statements on the first of the month. In any event, never send them later than the 10th, whatever the emergency.

If you are accurate and regular

COLUMBIA SOFT PHOSPHATE

U. S. Dept. of Agriculture tests* indicate this phosphate is 69% as available as bone meal . . . yet it costs considerably less than one-half as much (per unit of phosphorus.)

*Journ. of A.O.A.C., Feb. 1943.

★ ★ ★

Write for information and prices

COLUMBIA PHOSPHATE CO.

1007 WASHINGTON AVE., ST. LOUIS 1, MO.

GROW WITH PROVICO

PROVICO FEEDS • CINCINNATI, OHIO

If You Want More Capacity Per Horsepower, Buy the FORSTER HAMMER MILL

FORSTER MANUFACTURING CO.

Machines for Modern Milling

1411 S. McLean, Wichita, Kansas

Year Round Supply—Stable Low Cost

HOMOGENIZED CONDENSED FISH

FIVE PLANTS IN FULL PRODUCTION

HOMOGENIZED Condensed FISH

DEHYDRATING PROCESS CO.

They're Both Winners for Packaging Dog Food

BEMIS FLEXI-CARTON®

Sturdy, gusseted bag, single, 2- or 3-ply. Closures: sewing, taping, stapling, pasting, or "tin-tie" for reclosure.

BEMIS DELTASEAL®

Has exclusive pull-out-pour spout. Flat tops and bottoms help build excellent mass displays. With complete Deltaseal Packaging System installation, the fastest, most economical packaging operation for the dog food industry.

The Bemis packaging twins, Flexi-Carton and Deltaseal, benefit you in two vital places—in your packaging operation and at the point of sale.

- **In your plant—They fill and close fast . . . take a minimum of handling . . . and are economical from every angle.**
- **In the store—They are smart, sales-inviting packages with your brand brilliantly displayed on all sides.**

That's a money-making combination if you ever saw one! There is still another advantage when you use either of these Bemis packages—at least one of the network of Bemis plants is conveniently close to you, to assure top service. Remember, too, there's a Bemis specialist ready to help with your packaging operation, if you need it.

Go along with a winner—ask about Flexi-Carton and Deltaseal.

Bemis also makes cotton, burlap, multiwall paper, and waterproof laminated textile bags.

Bemis

"America's No. 1 Bag Maker"

with your statements, the majority of your accounts will respect you, trust your business judgment and cooperate by quick payment.

I am a firm believer in the idea that when a man pays a bill he should be sent a courteous note thanking him for his prompt attention to the matter. Sure, his check stub is his receipt, if he wishes to accept it. But he will appreciate that friendly thank you note from you. It's good business on your part.

One firm which follows this policy tells me it's the best business-building idea it ever tried. And it takes so little time to do this service every month, at a very small expense in time, stationery and postage. But it makes loyal customers, and they remember you for this courtesy, and they tell others about it.

Frequent statements to unpaid accounts. If a credit account does not pay after 30 days, some merchants wait another 30 days before sending another statement. This is a mistake. If you really want to make those delinquent accounts pay up then send a statement every 10 days, each time with a polite note calling attention to this matter of overlooking a payment.

Yes, it's work and expense, but it is less expensive than letting the account become more delinquent and then perhaps collecting only a half or a quarter of it eventually.

Don't allow the customer to set the time for payment. Remember that if you want to collect your money, the initiative must remain in your hands. Don't let the customer think that he can determine when he shall pay. Set the terms of the payments, and make the customer conform. If he doesn't, then you are justified in placing the account in the hands of a collector.

Don't give up too easily on delinquent accounts. Not so long ago when I was talking to a collection agency man, he told me that he thinks that 70-80% of the amounts which merchants charge off as bed debts could have been collected had intensive, consistent collection effort been put forth.

On delinquent accounts, of course, the tendency is to defer taking drastic action, and this plays into the hands of the debtor.

The older the account becomes, the older becomes the merchandise purchased, or it may even be all used up, and so the debtor frequently is more reluctant to pay for it. Keep after the debtor in the early days following the purchase if you wish to collect your money more quickly.

Last fall I talked with a Michigan retailer who has been in business for 22 years. When it came to the matter of credit, he smiled wryly and pulled out a special card index file.

"This file contains all my credit losses for the past 22 years," he said. "I keep it around just to remind myself what it costs to be a good fellow. How much do you suppose it cost me to find that out?"

"I don't know. Perhaps $2,000."

"I wish that were true," he said slowly. "That file contains $7,500 in uncollectable accounts over the years. That amount of money would give me a new, modern front and also pay for most of the interior redecorating job. Just tell that to some of your retailer friends when they think of becoming more liberal with credit. Cash is the best policy. If you can't get all cash, make it tough for deadbeats to buy on credit. Then your losses will stay down."

COTTONSEED MEAL SOYBEAN OIL MEAL
PEANUT MEAL
CAKE • PELLETS • COTTONSEED HULLS
Domestic and Export
COME TO HEADQUARTERS
THE BRODÉ CORPORATION
Memphis, Tennessee
Local Phone: 38-2544 LD-271 Teletype: ME-260
On request, we will mail you our frequent market bulletins

TWIN CALVES OF TWO BREEDS BORN

PEKIN, ILL.—Rosy, a Guernsey cow owned by a farmer near Mapleton, Ill., has given birth to twin calves of different breeds, according to Tazewell County Farm Bureau officials. One of the calves born on the farm of Richard Schneblin was identified as a white-faced Hereford while the other had the markings of a Guernsey. Mr. Schneblin said Rosy was artificially inseminated by a veterinarian and later was bred by a Hereford bull. American Veterinary Assn. officials say such simultaneous births of different breeds are rare but have been reported before.

QUARTER'S NET REPORTED BY CENTRAL SOYA CO.

FORT WAYNE, IND.—Central Soya Co., Inc., and its subsidiaries reported net profits of $1,033,548 on net sales of $23,841,588 for the three months ended May 31. Net profit per share of the company's 660,000 shares was $1.57, compared with $1.61 a share on the comparable quarter for the previous fiscal year.

The corporation reported net profits of $3,039,744, or $4.61 a share on the nine-month period ended May 31, compared with $4.83 a share for the comparable nine months' period in the last fiscal year. The nine-months' statement was based on net sales of $72,512,151.

MILK CONSUMPTION

The annual consumption of milk and cream averages up to about 40 lb. a person, according to University of Illinois extension experts.

DEPENDABLE
ARK VALLEY
ALFALFA MEAL
ARK VALLEY ALFALFA MILLS, HUTCHINSON, KS.

FOOD RESEARCH LABORATORIES, INC.
Founded 1922
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TOPEKA, KANSAS
QUALITY GOES IN BEFORE THE NAME GOES ON

CHASE BAG CO. PERFECTS NEW TYPE MULTIWALL BAG

CHICAGO — Chase Bag Co. announced recently the introduction of its all-crinkled "Sharkraft" multiwall paper bag for packing flour, chemicals, starch, salt and other commodities.

The new container resembles

smooth multiwall paper bags in style and construction and the all-crinkled kraft used in the bag gives it inherent longitudinal stretch. Chase spokesmen said "wet crepe" or secondary creped paper, containing about 12 to 15% stretch in the individual ply construction, is used. Three, four or five-ply bags are produced by laminating the individual walls of crinkled paper together with a light coating of a pliable adhesive.

The results, according to Chase Bag Co. specialty department heads, are the toughest and most resilient paper bags ever produced. It is claimed that the outstanding feature of these bags is their ability to expand and absorb unusual shock and strain that would burst ordinary paper bags.

Further advantages claimed for Sharkraft bags are their excellent stacking qualities. The crinkling process imparts a "non-skid" outside surface and makes it possible to stack bags 30 or 40 high without danger of sliding or toppling.

To date, 50- and 100-lb. units have been widely accepted in many industries, Chase spokesmen say. The company has completed installation of a completely new plant in St. Louis for the production of Sharkraft bags and also has creping facilities at Goshen, Ind.; Crossett, Ark.; Portland, Ore., and Philadelphia.

HEADS FATHERS' GROUP

CINCINNATI—Sylvester L. Fisher, vice president of Schenley Distillers, Inc., and president of the Distillers Feed Research Council, Inc., has been elected president of the 3,000-member Culver Fathers Assn. of the Culver Military Academy, Culver, Ind. Mr. Fisher, who was formerly vice president, is a member of the advisory committee and chairman of the finance committee. His son, Robert, will be a junior this fall, and another son, James, graduated in 1948.

BE THE *Outstanding* FEED MERCHANT

IN YOUR TRADE AREA WHEN THESE OUTSTANDING FEED PRODUCTS FOR HOGS, POULTRY AND DAIRY WORK FOR YOU!

SPIKE — FOR HOGS, POULTRY AND DAIRY!

Vitamins, Amino Acids and added B12 in highly concentrated form. PLUS—A nutritional program that helps you build from the ground up a full line of LOW COST—HIGH ENERGY—HIGH PROFIT Feeds for all livestock and poultry.

FISHKAKE — FOR POULTRY!

An unusual semi-solid poultry supplement that is formulated to stop Cannibalism—To give greater hatchability—To increase egg production—To cut costs. Feeds from the original container. Every poultryman needs it!

CALVITA — CALF FORMULA!

A million dollar secret Calf formula that helps to produce bigger and better calves—at less cost . . . THAT SAVES ALL OF THE FARMER'S WHOLE MILK—That Does a WONDERFUL JOB ON SAVING RUNTY PIGS.

Write for interesting information today!

NATIONAL VITAMIN PRODUCTS COMPANY

Dept. B, 3401 Hiawatha Ave., Minneapolis 6, Minnesota

Handles 5 tons of Barley per hour . . . *ECONOMICALLY!*

YES — HERE'S A MACHINE that's *really* doing an outstanding job in livestock feed production. It's an Allis-Chalmers Style "Q" Flaking Mill installed at Denver Elevators in Johnstown, Colorado.

Large Capacity

Powered by a 25 hp motor and *Texrope* Drive, this modern mill is handling barley at a rated capacity of 10,000 lb per hour. And it's doing the job efficiently and *economically!*

Low Cost Machine

Designed to meet demands for a low cost mill for stock feed preparation, the Allis-Chalmers Style "Q" Flaking Mill is also built for long years of dependable service. It's an all-metal unit with welded steel base and metal feeder housing. Hundreds of mills from coast to coast use this machine for the crushing of livestock feed and all types of grain.

Three Sizes Available

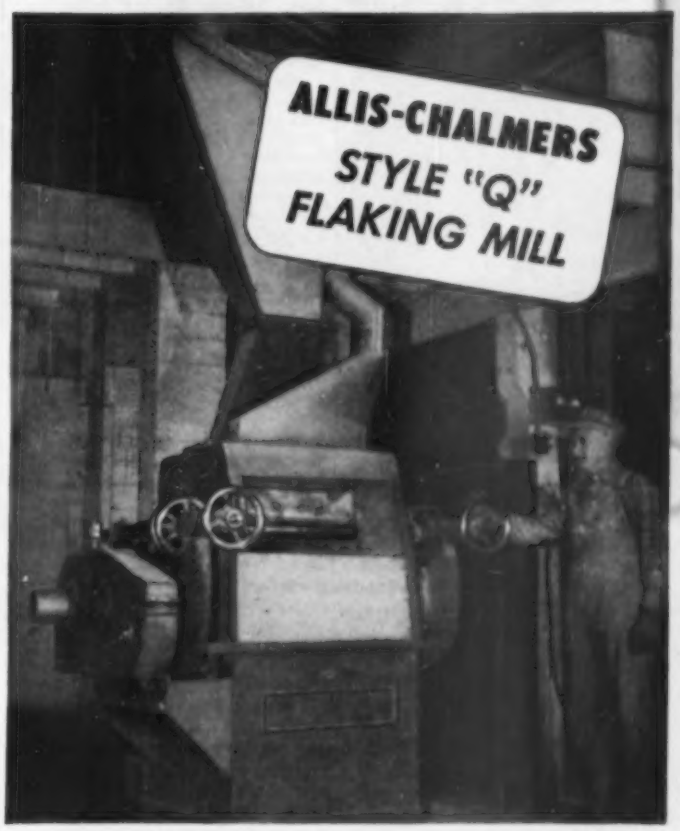
Mill with 15"x30" rolls is available for quick shipment. Mills with 15"x36" or 15"x42" rolls are built on order. Corrugated rolls are standard . . . smooth rolls are optional.

Many Outstanding Features

Shown below are just a few of the many design features of this feed preparation mill. Get the *full* story from any A-C sales office. A-5019

ALLIS-CHALMERS, 1119A SO. 70 ST. MILWAUKEE, WIS.

Texrope is an Allis-Chalmers trademark.



ALLIS-CHALMERS A-C

WORLD'S LARGEST PRODUCER OF GRAIN PROCESSING EQUIPMENT

ANTI-FRICTION BEARINGS

Flaking rolls are mounted in standard self-aligning, heavy duty anti-friction bearings — contributing to cleaner operation, smooth performance.

HANDY ROLL-RELEASE LEVER

This lever makes it possible to separate the rolls and stop feed roll without moving the adjusting wheels. Resetting throwout lever brings rolls up to crimping position and automatically starts feed roll operation.

STAINLESS STEEL FEEDER

To facilitate handling of steamed grain, feeder housing can be furnished in stainless steel. Danger of corrosion is then greatly minimized.

ROLLER CHAIN DIFFERENTIAL

Quiet-running, easy-to-adjust roller chain differential is used instead of a gear drive. There's less vibration and no costly recutting of gears.

SILMO *Vitamin Oils*

SILMO CHEMICAL CORP.
VINELAND, NEW JERSEY

Spee-Dee DEATH to RATS & MICE!

So effective that it will even keep rats out of grain elevators, Spee-Dee is a red squill compound with rat attracting ingredient, that spells sure death to all rodents, yet is harmless to humans and their pets. Attractively packaged, Spee-Dee sells on sight. 8 oz. can $1.00, 3 oz. can 50¢.

SATISFACTION GUARANTEED

Packed 1 dozen cans per case. Dealer discount 40% in case lots.

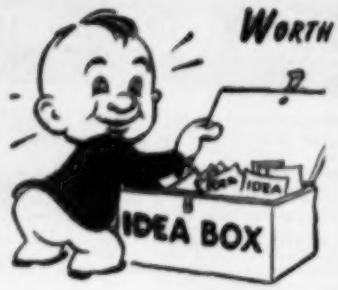
DON'T DELAY - ORDER TODAY!

OWOSSO PRODUCTS CO., OWOSSO, MICH.

A FEED AND FEEDING PROGRAM *for every need...*

ARCADY FEEDS

ARCADY FARMS MILLING CO.
222 W. JACKSON BLVD.
CHICAGO 6, ILL.



WORTH LOOKING INTO . . .

NEW PRODUCTS • NEW SERVICES • NEW LITERATURE

A reader service feature announcing the development of new and improved products, new services and new literature offered by manufacturers and suppliers. Claims made in this department are those of the firm concerned. Further information on any of the items discussed in this department may be obtained by writing the Reader Service Department of:

FEEDSTUFFS
118 So. 6th St. Minneapolis, Minn.

No. 2110—Grain Conveyor

The Fords pnuematic Grainvayor brings maximum bulk grain handling flexibility and economy to small and medium size operators, according to Myers-Sherman Co. The Grainvayor practically eliminates costly hand scooping. A double fan sucks over 1,000 bu. grain per hour from the ground, out of temporary storage bins or any other place and floats it at high speed to wherever the operator wants it. Grain is not damaged because it by-passes the fan. Material is transferred from the suction system to the discharge system through a leak-proof air lock. This new design provides an effective air seal that cannot be damaged by wire,

nails or other tramp metal in the grain.

The pneumatic Grainvayor is equipped with a fully adjustable, heavy-duty boom that will not bend under service loads; sturdy truck jack trailer support and adjustable leg hold the equipment at the desired level. The trailer is of electrically welded steel and is equipped with rubber-tired wheels which make it an easy matter to move the Grainvayor from job to job at modern road speeds.

Fords portable Grainvayor is available with a 50 H.P. Hercules gasoline engine or diesel power. The stationery model can also be powered with electric motors.

No. 2109—Sun Lamp for Poultry

Poultry can now get an indoor sun tan with a Westinghouse Electric & Mfg. Co. fluorescent sun lamp, said to be more efficient than previous types. The new lamp has the heat "screened" out of it.

Taking this lamp as a base, the J. T. Sexton Co. has designed a unit especially for poultry and livestock that is economical in price. The lamp is called the Sexton RaDiant poultry sun lamp. Only one 20 watt unit is needed normally to take care of a 20x20 ft. poultry house.

The Sexton RaDiant poultry sun lamp has been subjected to tests in laying houses in various parts of the country. The company reports that results show a substantial increase in egg production in every case. In addition, the flocks were generally healthier, it is said, because of the continuous effect of the sunlight rays.

The use of a poultry sun lamp is not new. Some 15 years ago poultrymen experimented with old type sun lamps. The results were satisfactory but the cost of operation was prohibitive, and the excessive heat was a disadvantage. These objections are overcome in the new lamp, the Sexton company states.

No. 2108—Hog Profit Calendar

Farmers and hog raisers are being told of a new "Hog Calendar" recently announced by Schreiber Mills, Inc.

Highly illustrated and printed in four colors, this new calendar is intended to be one of the most complete and practical guides on management, feeding, care and marketing of hogs. Based on two litters a year, the calendar is designed in circular form so that the reader can visualize the entire year's operation at a glance. Inside the circle is a complete working schedule. It tells when to breed sows, how to feed and care for baby pigs, when to vaccinate and wean, and other month by month operations.

It is said to provide an exact time table that helps hog men get their pigs to market when prices are highest and with the least expenditure of time, work and money.

FEEDSTUFFS
118 South Sixth St., Minneapolis 2, Minn.

Please send me information on the following items (circle numbers)

No. 2108—Hay Profit Calendar
No. 2109—Sun Lamp for Poultry
No. 2110—Grain Conveyor

NAME .....

COMPANY .....

ADDRESS .....

Feed Dealers Take Part in Community Promotion Events

Feed dealers in many cities and villages take part in community promotions which help stimulate their sales as well as sales generally. Such dealers have found that it pays to join other merchants or the local Chamber of Commerce in boosting their communities and retail establishments.

Here are a few examples of such promotions:

LIKE TO DANCE—Square dancing is coming back into favor in many sections of the nation. At Diller, Neb., the merchants sponsored free square dance instructions for young and old. The program has been very popular. Merchants at this thriving town also sponsored the 54th Annual Homecoming Picnic last summer. For this latter affair, residents of this community who have moved eleswhere are invited to "come back home" and visit with present residents and have a big picnic.

• • •

FLYING FARMERS — When 36 Flying Farmers visited Olympia, Wash., recently on a flying trip, they were treated royally by good-will building merchants. They were met at the airport by a delegation, taken to a local hotel where they enjoyed a buffet supper. Pretty young ladies presented the flying farmers with oyster shell leis. Later the farmers were taken to a stag party.

• • •

ENTERTAINING TEACHERS — It pays to inform teachers about local business. The Ypsilanti, Mich., merchants, through their Chamber of Commerce, annually arrange a tour of retail, wholesale and manufacturing firms, with teachers as guests. Host firms are prepared to give the teachers the history of their trade and their particular firm and problems involved in operating their businesses. Through the question and answer process, the teachers learn to understand better how the American business system works under free enterprise.

• • •

YOUTH DAY—Merchants of Birmingham, Ala., and the Izaak Walton League stage an annual Youth Day which is well attended. Children are furnished free fishing poles and taken to East Lake Park where they can fish and compete for prizes. Other events include archery, speed boat rides, exhibitions in water skiing, boat racing and canoeing as well as water safety. Adults teach casting to interested persons, both boys and girls.

• • •

QUEEN'S DAY—The radio may have its "QUEEN FOR A DAY" program, but it cannot outdo the Monmouth, Ill., Chamber of Commerce, which staged its own "Queen's Day" recently. Purpose of the day was to promote better retail selling, and the selection of a queen through a popularity contest built up interest that made the day and the crowning of the queen a big success.

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Cash & Futures
DREYER COMMISSION CO.
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KANSAS CITY BOARD OF TRADE
ST. LOUIS MERCHANTS EXCHANGE
Board of Trade — Kansas City 6, Mo. — Phone L. D. 182
Merchants Exchange — St. Louis 2, Mo. — Phone L. D. 170

NOW! U.S.I.'s LOW-COST
NEW! FEED GRADE METHIONINE

"One serious amino acid deficiency can cause failure of an entire diet."

Recent trends toward increased use of APF concentrates along with a high percentage of vegetable protein have made it imperative for feed manufacturers to maintain adequate amounts of essential amino acids in their formulations.

Now feed manufacturers can use the new, economical U.S.I. FEED GRADE METHIONINE to formulate feeds of improved efficiency . . . feeds that will speed growth and reduce mortality.

U.S.I. pioneered the production of low-cost methionine for the pharmaceutical industry. U.S.I.'s new FEED GRADE METHIONINE is the newest in a long line of other U.S.I. plus-value products for the feed industry —

★ Curbay B-G (Dried molasses fermentation solubles — produced on the East Coast)
★ Vacatone 40 (Dried molasses distillers' solubles — produced on the West Coast)
★ Riboflavin Products
★ U.S.I. APF Supplement (3.5 milligrams of vitamin B_{12} per pound)

Free!

Feed manufacturers may obtain free copies of the informative booklet "Proteins and Amino Acids in Animal Nutrition" by writing on their company letterhead to —

Contact your nearest U.S.I. office for further information and prompt service.

U.S.I. INDUSTRIAL CHEMICALS, INC.
Special Products Div., Dept. A
60 East 42nd Street, New York, N. Y.
Branches in all principal cities

Citrus Molasses and Corn Molasses Compared with Ground Milo in Rations for Beef Calves

By J. K. Riggs, O. D. Butler and J. A. Gaines

EDITOR'S NOTE: The accompanying article is the text of Progress Report 1252, Cattle Series 85, published by the Texas Agricultural Experiment Station. Mr. Riggs is an associate professor, Mr. Butler an assistant professor and Mr. Gaines a graduate student in the department of animal husbandry at the experiment station.

CITRUS molasses is a by-product of the canning of hearts and juices of grapefruit and oranges for human consumption. Corn molasses, or "hydrol" as it is called in the feed trade, is a by-product of the manufacture of corn sugar in the corn milling process which has as its main object the production of starch. These two types of molasses are available to cattle feeders along with beet and blackstrap molasses from sugar cane and have been relatively cheap as compared with grains during the past two years. Although there is much information concerning the feeding value of beet and blackstrap molasses for various classes of livestock, relatively little is known about the citrus and corn types. For these reasons the Texas station has undertaken a study to determine the feeding value of citrus and corn molasses.

Previous experiments (Progress Reports 1113 and 1213) comparing citrus molasses with ground milo showed that citrus molasses had a relatively greater feeding value when fed at a level of 4 lb. a head daily than when fed at levels of 2 and 3 lb. On the 4-lb. basis, citrus molasses showed a feeding value 98% that of ground milo. For this reason 4 lb. were selected as the level to feed in this trial.

Fed 4 lb. a Day

Two lots of calves of Hereford, Aberdeen-Angus and crossbred breeding weighing an average of 446 lb. were fed 4 lb a head daily of corn molasses and citrus molasses, respectively, to replace an equal amount of ground milo in comparison with a check lot fed only ground milo as a carbonaceous concentrate. The experiment was conducted at the animal husbandry department, College Station, for a period of 140 days from November 10, 1949, to March 29, 1950, inclusive. The corn molasses was supplied by Corn Products Refining Co., Argo, Ill., and Corpus Christi, Texas. The citrus molasses was furnished by Texsun Citrus Exchange, Weslaco, Texas.

Table 1 shows the average rations and gains in pounds by weighing periods 28 days apart. A summary of the experiment is given in Table 2.

The calves fed molasses consumed about the same amounts of feed as those fed only milo but might have consumed slightly more since they nearly always cleaned up their feed about 30 minutes sooner than the check group and refused feed much less frequently.

Gains followed a similar trend in all three lots throughout the feeding period. Although only three head were slaughtered from each lot, the carcass weight and dressing percent-

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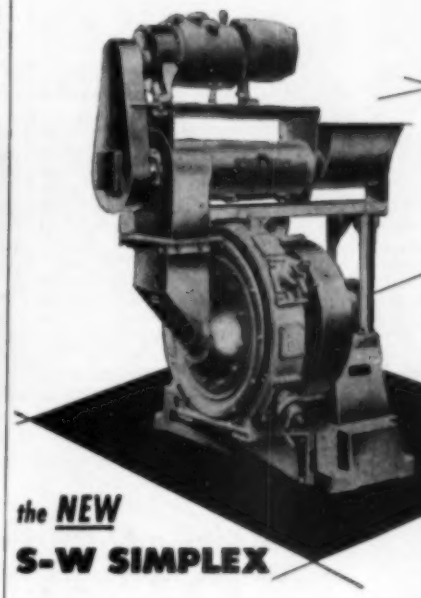

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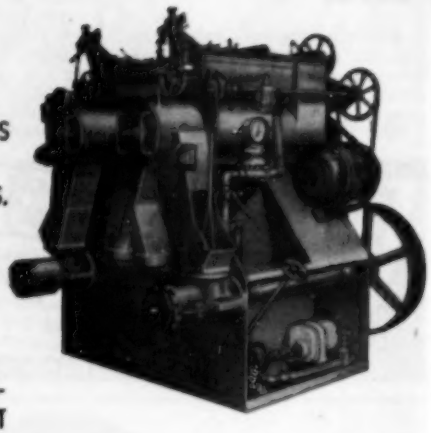

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TABLE 1

AVERAGE RATIONS AND GAINS IN POUNDS BY WEIGHING PERIODS

Rations—	1st	2nd	3rd	4th	5th	Average 140 days
Lot 1—Ground milo						
Cottonseed oil meal	2.00	2.00	2.00	1.93	1.96	1.98
Ground milo	9.33	11.73	12.27	13.23	13.43	12.29
Atlas silage	7.73	9.69	10.00	9.65	9.79	9.37
Prairie hay	1.26	1.00	1.00	.96	.96	1.04
Alfalfa hay	2.00	2.00	2.00	1.93	1.96	1.98
Daily gain	2.56	1.21	2.52	1.50	1.85	1.92
Lot 2—Corn molasses						
Corn molasses	3.76	4.00	4.00	4.00	4.00	3.95
Cottonseed oil meal	2.00	2.00	2.00	2.00	2.00	2.00
Ground milo	8.59	8.17	9.27	9.71	9.71	8.69
Atlas silage	7.73	9.69	10.00	10.00	10.00	9.65
Prairie hay	1.26	1.00	1.00	1.00	1.00	1.06
Alfalfa hay	2.00	2.00	2.00	2.00	2.00	2.00
Daily gain	2.56	1.21	2.52	1.50	1.85	1.93
Lot 3—Citrus molasses						
Citrus molasses	3.74	4.00	4.00	3.87	4.00	3.92
Cottonseed oil meal	2.00	2.00	2.00	1.94	2.00	1.99
Ground milo	8.59	8.17	9.27	9.40	9.71	8.63
Atlas silage	7.73	9.69	10.00	9.68	10.00	9.62
Prairie hay	1.26	1.00	1.00	.97	1.00	1.04
Alfalfa hay	2.00	2.00	2.00	1.94	2.00	1.99
Daily gain	1.94	1.62	2.46	1.07	2.28	1.91

TABLE 2

SUMMARY OF 140-DAY FEEDING TRIAL

Lot number	1	2	3
Number of steers	7	7	7
Variables: All lots of fed cottonseed oil meal, silage and hay			
1. Amount of milo, lb.	12.29	8.49	8.63
2. Amount of corn molasses, lb.	....	3.95	....
3. Amount of citrus molasses, lb.	....	....	3.92
Averages in Pounds a Steer Unless Otherwise Noted			
Initial weight	465	460	473
Final weight	735	720	741
Total gain	270	270	268
Daily gain	1.93	1.93	1.91
Slaughter data:*			
Carcass weight, cold	404	385	389
Hide weight	45	44	51
Dressing % basis feedlot & cold carcass wts.	61.6	59.3	60.7
Feed consumed:			
Cottonseed oil meal	277	280	278
Ground milo	1708	1159	1180
Corn molasses	..	553	..
Citrus molasses	..	..	549
Atlas silage	1312	1328	1319
Prairie hay	145	147	146
Alfalfa hay	277	280	278
Minerals	4	6.5	7
Feed required cwt. gain, feedlot basis:			
Cottonseed oil meal	103	104	104
Milo	633	449	440
Corn molasses	..	205	..
Citrus molasses	..	..	205
Atlas silage	486	492	492
Prairie hay	54	54	54
Alfalfa hay	102	104	104
Cost cwt. gain	$ 22.86	$ 19.59	$ 19.50
Financial statement:			
Initial cost @ $23 cwt.	$106.95	$105.80	$108.79
Feed cost †	61.73	52.89	52.51
Total cost (no charge for labor)	168.68	158.69	161.30
Selling price, cwt.	27.65	27.21	27.12
Market value	203.33	198.63	200.96
Profit per steer	34.55	39.94	39.66

*Only three head were slaughtered from each lot.

†Feed prices a ton: cottonseed oil meal $63, milo grain $45, corn molasses $12, citrus molasses $12, sorghum silage $9, prairie hay $22, alfalfa hay $30 and minerals $40.

age favored the check lot fed milo. This was in line with the selling price which averaged $27.65 cwt. for the check lot, $27.21 for the corn molasses lot and $27.12 for the citrus molasses lot. All carcasses graded "good."

Energy Calculated

The productive energy furnished by 100 lb. corn and citrus molasses was calculated from the results of the feeding trial. Corn molasses had a productive energy value of 78.2 therms and citrus molasses had a value of 79.6 therms a hundred pounds as compared with a value of approximately 84.8 therms for ground milo. On this basis, corn molasses was worth about 92% and citrus molasses about 94% as much as ground milo under conditions prevailing in this test. On the basis of feed required per hundred pounds of gain, the two types of molasses were worth the

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same, $44 ton, or about 92% as much as milo at $48 ton.

The number of animals used in this trial was small and the difference in gain, feed consumption and carcass weight were not statistically significant. But the results generally are very much in line with those of previous trials where citrus molasses was fed at the 4-lb. level to replace 4 lb. of ground milo. The average productive energy value of citrus molasses at this level in the three trials reported is 82.5 therms per hundred pounds. At lower levels of feeding, the energy value is much lower.

RODENT CONTROL CHEMICAL RELEASED TO CONSUMERS

MADISON, WIS.—Warfarin (formerly known as W.A.R.F.-42 or Compound 42), a chemical used for rodent control, has been released for general consumer sale, according to Ward Ross, general manager of the Wisconsin Alumni Research Foundation (WARF).

Mr. Ross said laboratory and field tests have proven Warfarin to be "remarkably safe and one of the most effective means of rodent control" known.

The new rodent killer, developed in the laboratory of Dr. Karl Paul Link of the University of Wisconsin, kills rats and mice by producing hemorrhage. It is a slow-acting poison. To kill, it must be consumed by the rodent over several days' time.

However, because Warfarin, in the concentrations used in baits, is tasteless and odorless to rodents, rats and mice do not develop bait shyness and continue eating bait containing it until enough has been consumed to cause death, experts say. As a result, they explain, Warfarin rodenticides will, in most cases, successfully control a rat and mouse population and then serve to prevent a rebuilding of that population by killing newcomers as they arrive.

Warfarin is protected by a patent owned by the Wisconsin Alumni Research Foundation. S. B. Penick & Co., and R. J. Prentiss & Co., Inc., both of New York City, are two firms which will handle distribution of the rodenticide.

BREWERS' DRIED GRAINS PRODUCTION (tons)

The Production and Marketing Administration reports the following statistics on brewers' dried grains:

	1948-49		1949-50	
Month	Monthly	Cumulative	Monthly	Cumulative
October	17,300	17,300	16,600	16,900
November	15,100	32,600	14,500	31,300
December	18,300	50,600	16,700	48,000
January	15,600	66,200	15,900	63,900
February	15,200	81,400	14,900	78,800
March	19,900	101,300	19,800	98,600
April	17,000	118,400	19,000	117,600
May	19,500	137,900	*22,000	139,600
June	22,700	160,600	....	....
July	22,300	182,900	....	....
August	24,600	211,500	....	....
September	20,600	232,400	....	....

*Preliminary.

Stocks of brewers' dried grains on hand at plants and warehouses May 31, 1950, amounted to 1,720 tons compared with 2,342 tons April 30, 1950, and 2,278 tons May 31, 1949.

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Aureomycin

(Continued from page 15)

experiment the growth rate during a 4-week period on the unsupplemented ration was .84 lb. a day and 1.22 lb. a day on the ration containing 50 grams of aureomycin per ton of feed.

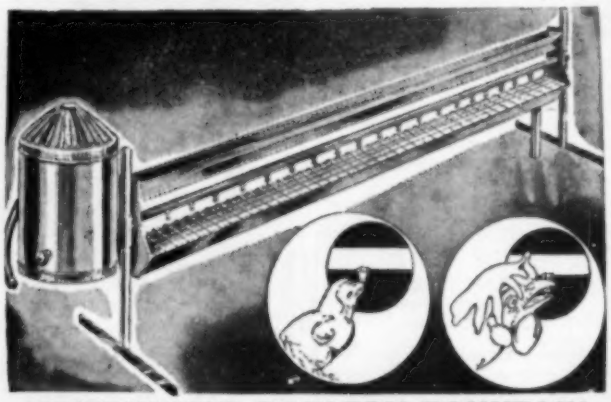
Carpenter (14) at Hormel Institute studied the effect of vitamin B_{12}, pure aureomycin and crude aureomycin fermentation supplement on the growth of pigs receiving a diet containing soybean meal and 10% tankage. The average daily gain on the basal ration was .46 lb. a day, with 25 grams of pure aureomycin per ton of feed the gain was 0.88 lb. per day. Crude aureomycin APF supplement produced a gain of .86 lb. a day. The effect of aureomycin was observed either in the presence or absence of vitamin B_{12}. Luecke (15) and co-workers at Michigan found that pure streptomycin, together with vitamin B_{12} at a level of .5% in a corn-soybean diet produced the same growth response as .5% of APF from aureomycin fermentation. In contrast to the marked response produced by APF and streptomycin, vitamin B_{12} alone had only a small effect.

Use of Aureomycin in Feeding

The use of pure aureomycin in animal feeds is not yet economically feasible. The amount needed per ton of diet is 10 to 25 grams. Cruder materials obtained during the manufacture of antibiotics are more convenient for use by the feed manufacturer and provide more economical sources of aureomycin. These crude products contain other antibiotics which are formed either during the production of aureomycin or which are break-down products of aureomycin (9). These antibiotics give the same biological response in animals as aureomycin but cannot be measured by the regular method used for assay of aureomycin. It is not possible at this time to measure the animal growth-promoting effect of an APF supplement by determining its aureomycin content.

Aureomycin gives a growth response on a wide variety of diets (9). In chicks, responses have been obtained on diets containing syobean oil meal, peanut oil meal or fish meal. Aureomycin produces a response even in the presence of an excess of vitamin B_{12}. Rations containing peanut oil meal do not give an additional growth response when supplemented with B_{12} in either the chicken or the pig. Rations containing fish meal are not improved for the chicken as for the turkey by the addition of vitamin B_{12} but are improved by the addition of aureomycin. In the pig aureomycin has been found to give a response on rations containing 10% tankage.

What is now regarded as the animal protein factor thus consists of at least two components: Vitamin B_{12} and an antibiotic growth factor. Fish meal and meat scraps contain vitamin B_{12} but do not furnish the second growth factor. Some vegetable protein rations such as those containing soybean oil meal need both vitamin B_{12} and the antibiotic growth factor. When fish



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COOKING ON FRONT BURNER—Dr. L. N. Gilmore, research director for the Maritime Milling Co., Inc., Buffalo, was one of several men who "stole the show" from 123 women in the Delmarva Chicken Festival's national chicken cooking contest at Dover, Del., recently, even though women won most of the prizes. Dr. Gilmore, pictured above said men make better cooks than women because they are willing to "experiment."

meal or fish solubles are included in ration, at suitable levels, the addition of vitamin B_{12} will not usually produce a response. Antibiotics, however, still give a response in diets containing animal protein products, even though these products at the levels fed may contain sufficient B_{12} to supply the requirements.

Requirements Less

When chicks are reared under commercial conditions on the floor, their requirements for vitamin B_{12} are less than when raised experimentally on wire. Numerous experiments have shown that bacterial fermentation in the droppings and the litter produces vitamin B_{12}. Couch at Texas Agricultural Experiment Station (16) observed that chicks raised on sand floors did not respond to vitamin B_{12} but gave marked increases in growth when their ration was supplemented with an aureomycin fermentation APF supplement.

Aureomycin improves feathering, pigmentation and general appearance of chicks as well as improving the rate of growth. Growth increases of 5 to 25% have been observed with chicks. Berg (7) reported that fryers ¼ to ½ lb. heavier had been produced in 12 weeks by the use of an APF supplement produced by the aureomycin fermentation. He also found that marked growth responses were produced by adding the supplement to a ration containing 6.8% of fish meal. No data are yet available on the effect of aureomycin on egg production and the general health of the hen. Aureomycin does not appear to be needed for hatchability as crystalline vitamin B_{12} will give 90 to 95% hatchability when added to an all-vegetable protein ration.

Vitamin B_{12} is carried over from the hen to the chick. The vitamin B_{12} requirement of the chick ration is decreased by increasing the vitamin B_{12} in the diet of the hen. The growth-promoting effect of aureomycin on the chick seems to be independent of the amount of aureomycin fed to the hen. In the case of pigs, aureomycin is effective in decreasing the incidence of diarrhea. This has been observed by Catron (7) at Iowa State College, by Cunha (6) at the University of Florida and by Carpenter (14) at the Hormel Institute.

Preliminary evidence indicates that aureomycin will not be beneficial as a nutritional supplement for ruminants. In these animals bacterial fermentation plays an essential role and it is possible that antibiotics may interfere with normal digestive processes, although it is widely used in the treatment of mastitis. In the case of young calves, in which the rumen has not yet started to function, aureomycin may be beneficial.

Aureomycin apparently functions to increase growth by its effect on the intestinal bacteria. The amounts of aureomycin used are much less than the therapeutic doses commonly employed in disease control. Undesirable

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bacterial forms which compete with the animal for nutrient factors may be eliminated or the suppression of certain organisms may permit others to flourish which are beneficial to the host. Other antibiotics which are chemically different from aureomycin, such as streptomycin, terramycin, penicillin, certain sulfa drugs and phenylarsonic acids, also produce growth responses.

The question has been raised whether the continued use of aureomycin for nutrition purposes will produce resistant strains of bacteria. Available evidence indicates that this does not occur. At the Texas Agricultural Experiment Station aureomycin APF has been fed for over a year to chicks raised on the floor under practical conditions. The growth increases produced by APF are just as marked now as a year ago. This indicates that no resistant strains of microorganisms had developed which decreased the growth response produced by aureomycin.

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Table 1

Evidence for multiple nature of animal protein factor. Basal diet contained 70% soybean oil meal; 12 chicks per group.

Supplement per kg. of basal diet—	Wgt. & survivors ( ) at 28 days grams
None	146 (5)
Crystalline B_{12} 10 micrograms	231 (10)
Crystalline B_{12} 15 micrograms	242 (10)
Crystalline B_{12} 25 micrograms	236 (12)
Fraction from aureomycin mash 15 gm.	236 (12)

70 ATTEND GOODRICH BROS. SALES MEETING

NOBLESVILLE, IND. — Seventy elevator managers and salesmen of Goodrich Bros. Co., Winchester, Ind., met at Forest Park Pavilion here June 30 for a better business conference and sales meeting.

Company officials outlined future programs and policies, and a banquet was held in the evening, with Samuel R. Harrell, president, acting as toastmaster and giving the closing address. Earlier Mr. Harrell discussed future policies, while Cecil F. Marsh, vice president, presented the company's merchandising program for the coming year.

G. A. Pritchard and R. T. Creekmore, vice presidents, discussed grain merchandising. Ronald Kemp, vice president in charge of the farm supply division, and Willard S. Howes, vice president in charge of the seed division, outlined projected programs in their departments. Claude Barnes, executive vice president and general manager, conducted the meeting.

Distributors WANTED NOW

for a New, Fast-selling Feed Foundation

APF "PLUS"

for SWINE—Faster Gains—for POULTRY

● Contains APF (animal protein factor), sensational new discovery for faster, more uniform gains.

● Plus niacin, riboflavin, pantothenic acid, choline chloride, Vitamin D. (For poultry, also Vitamin A).

● A high-potency ALL-VITAMIN formula, fully proven in extensive experiments and farm feeding. 10 lbs. fortifies a ton of concentrate.

● Now available to you to meet growing demand in your territory for a proven feed foundation containing APF.

Forge ahead of competition with new APF "PLUS". Write today for complete information

CARROLL Swanson SALES COMPANY

620 Des Moines Bldg. — Des Moines 9, Iowa

ALFALFA MEAL

—is nutritious

The rich, essential food elements of the green, growing alfalfa are preserved and retained to the greatest possible degree in National's harvesting and dehydrating processes. The result is a colorful, satisfactory product.

NATIONAL ALFALFA DEHYDRATING & MILLING CO.
LAMAR, COLORADO
Merchants Exchange
ST. LOUIS, MISSOURI

—across the Land—

Field-fresh alfalfa products

Loophole in Freight Tax Plugged

TREASURY RULING PROHIBITS EXCISE PAYMENT IN CANADA

Earlier Advice Completely Reversed—Carriers and Shippers Responsible for Payment of 3% Transportation Tax, Internal Revenue Commissioner States

The practice of avoiding the 3% U. S. transportation tax by making payments for freight movement in Canada has been ruled illegal by the Commissioner of Internal Revenue.

Large numbers of U. S. companies have been avoiding the freight tax by paying their freight bills in Canada. Offices were opened by railroads in Canadian cities for the express purpose of accepting such payments.

The original decision of Fred S. Martin, the acting commissioner of internal revenue, who ruled last April that "if a bona fide employee of the actual shipper goes to Canada in person and there makes payments for the transportation of property, the tax will not be owing on account of such payment in Canada," was confirmed by Sen. Warren G. Magnuson (D., Wash.) June 12, who stated that he had been advised by the Bureau of Internal Revenue that the April 11 ruling had been "official and continuing."

Text of Ruling

The following letter was released by the Treasury Department Information Service July 7:

"In response to numerous inquiries, George J. Schoeneman, commissioner of internal revenue today advised all shippers and carriers of freight that the 3% transportation tax applies to all shipments of property between two points in the U. S. and the law does not excuse anyone from this tax if he pays his domestic freight bills outside the U. S.

"While the law covering the transportation tax states that it applies to 'amounts paid within the U.S.,' the commissioner explained there is no doubt that Congress intended to include all domestic shipments where all the transactions in connection with shipments of goods normally take place within the U. S.

"The carriers are held responsible for the collection of the tax, and the tax may also be assessed against the shippers."

Previously, traffic consultants and government officials had felt that the excise tax could be legally avoided by making payments for the service in Canada, even though all transport was within the U.S., because the law indicated that the tax applied to "all amounts paid within the U.S."

Defect in Tax Law

The defect in the law from the government's standpoint arose from the fact that the charge evidently applied only to the payment of freight bills and not to the freight service rendered the shipper. The defect was not evident during the war, when both Canada and the U.S. had transportation taxes, but when Canada recently dropped the tax an opening was made for payments in Canada in U. S. funds to the carriers involved.

While the Commissioner's ruling appears to have closed the gap in this matter, the Treasury Department is still not satisfied. It intends to press its previous plan to ask Congress to write specifically into the tax law the intentions which the commissioner has attributed to Congress.

It is not known what attitude the Treasury Department may take in connection with freight shipments where the shipper has paid his bill in Canada to avoid excise tax liability.

Officials of the Bureau of Internal Revenue say that in the past reversal rulings of this kind have not been made retroactive. However, if it was ascertained that any considerable amount of money had escaped from U.S. treasury coffers through avoidance there might be an effort made to compel shippers to pay the freight excise tax on such shipments on which they had been making payments through agents in Canada. Treasury Department officials declined to comment on this possibility.

Shippers, particularly in the Pacific Northwest, rapidly took advantage of the loophole in the tax law since they were able to save substantial amounts on their yearly freight costs.

Included in new tax measures being considered by Congress is a proposal to reduce the federal excise tax on transportation of freight from 3% to 1½%.

HIGHER NET REPORTED BY NATIONAL ALFALFA

DENVER—The National Alfalfa Dehydrating & Milling Co. earned $83,197 in the fiscal year ended April 30, compared with $139,640 the preceding year, according to the annual report of J. C. Hearn, president. Net working capital at year end, about even with the year before, was $1,596,202. Current assets were up to $2,156,963, including $371,180 cash and $1,284,357 inventories, from $1,923,153, including $558,919 cash and $811,391 inventories. Current liabilities were up to $560,760, including $300,000 notes payable, from $324,-

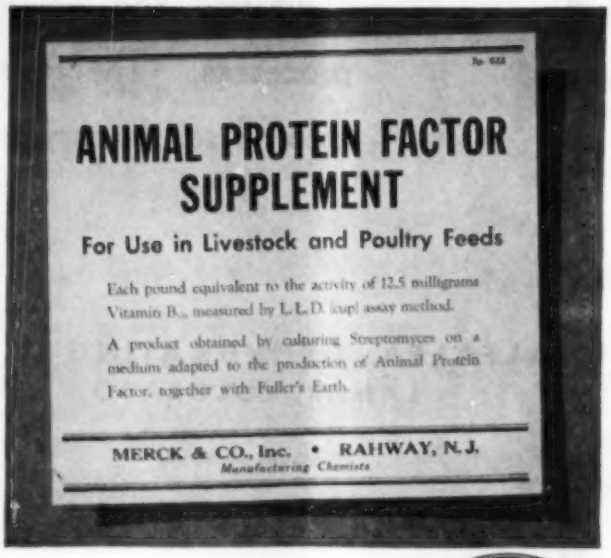
Randolph Dehydrators

Capacity 1 to 3 Tons of freshly cut alfalfa per hour

O. W. Randolph Co., Toledo 12, Ohio

MERCK . . . SPECIALIZED SERVICE

FEED MEN BENEFIT THROUGH MERCK PIONEER RESEARCH



NEW CONCEPTS in animal nutrition—translated into a *practical product* for feed use: that, in brief, is the story of the development of *Animal Protein Factor Supplement Merck*. The results of Merck research and of the extensive field studies, which outstanding animal nutritionists conducted *with the Merck product*, have profoundly influenced the entire feed industry.

Animal Protein Factor Supplement Merck comes to you from the same Plant where *Crystalline Vitamin B_{12}* and many other important nutritional factors were *first developed* and made available on a commercial scale. This new product embodies Merck pioneer research knowledge and Merck experience in the large-tonnage manufacture of fine feed ingredients.

Write, wire, phone today for prices.

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Manufacturing Chemists
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ANIMAL PROTEIN FACTOR SUPPLEMENT MERCK

569. Ratio of current assets to current liabilities was 3.85 to 1. Notes have since been paid in full.

Mr. Hearn said market prices of dehydrated alfalfa meal were unreasonably low during full production in the late spring and summer months but advanced to higher levels in fall and winter. Prices of suncured alfalfa meal, however, weakened rather than strengthened during the winter months because of the mild weather.

Production of dehydrated meal during the year totaled 102,162 tons, an increase of 4,964 tons from the year before. Production of suncured alfalfa meal was off 14,637 tons to 81,734 tons.

During the year the company paid $2.50 a share, a total of $140,922, on preferred stock. At the year end the retained earnings totaled $259,852 compared with $317,578 the year before.

COTTON GOODS INDEX 17.80

Bemis Bro. Bag Co.'s cotton goods index, a composite figure reflecting wholesale price of principal cotton cloth used in bag making expressed in cents a yard of cloth, is 17.80, compared with 15.99 a year ago. The Bemis composite figure reflecting duty paid for early shipments from Calcutta of lightweight and heavyweight burlaps expressed in cents a pound of cloth is 25.25, compared with 24.22 a year ago. The current index is based on Calcutta ceiling prices plus a permitted 5% commission.

ADDISON-HURSLEY GRAIN CO. ORGANIZED AT K. C.

KANSAS CITY—Formation of a new grain merchandising firm, the Addison-Hursley Grain Co., was announced this week in Kansas City. The company will specialize in cash wheat and coarse grain and will handle consignments.

Organizers of the company are Cort Addison and H. Keith Hursley, both having served for many years with the Hart-Bartlett-Sturtevant Grain Co., Kansas City. Mr. Addison purchased his membership on the Kansas City Board of Trade in 1917 and has been a member ever since. He had been connected with the Hart-Bartlett-Sturtevant firm for 17 years.

Mr. Hursley is a graduate of the University of Missouri and for five years was a representative for the former Winthrop-Mitchell Investment Co. in Kansas City. He was a member of the Hart-Bartlett-Sturtevant staff for 13 years. He is a Navy veteran of World War II. Mr. Hursley also is a member of the board.

The new business will begin operations July 17 at 1234 Board of Trade Bldg. in Kansas City.

CANADIAN WHEAT STOCKS

WINNIPEG—Stocks of Canadian wheat in store or in transit in North America at midnight June 22 amounted 102,430,800 bu., as compared with 106,121,400 a week earlier, and 75,036,300 on the corresponding date last year. Deliveries of wheat from farms in the Prairie provinces during the week amounted to 5,471,600 bu., sharply above last year's corresponding total of 1,955,800 bu. The cumulative total for the period Aug. 1 to June 22 was 294,286,800 bu., as against 277,497,700 in the similar period of the preceding crop year.

W. E. Noble

SALES ASSISTANT — Arkell & Smiths, manufacturer of paper bags, has announced the appointment of W. E. Noble as assistant to Howard C. Peterson, Jr., general sales manager. Mr. Noble studied business administration at New York University and was formerly associated with the Borden Co. His headquarters are at Canajoharie, N.Y.

SOYBEAN GROUP PLANS CROP PROMOTION TALKS

HUDSON, IOWA—The question of disposing of what may be the largest U.S. soybean crop in history will be uppermost at the 30th annual convention of the American Soybean Assn., according to George M. Strayer, secretary-treasurer. The convention will be held in Springfield, Ill., Aug. 28-30. The Leland Hotel will be convention headquarters, and all sessions except the banquet will be held in the Illinois State Armory.

One full day will be devoted to the question of marketing and utilizing the 1950 crop.

The formal program will be presented the first two days and will be headlined by leaders in agriculture, industry and government. The third day, Aug. 30, will be given over to discussion of crop promotion. Soybean processors and grain handlers are given special invitations to attend this session.

The convention will include no field day this year, Mr. Strayer says, but convention visitors are invited to visit the experimental farms at the University of Illinois, Urbana, and some of the nation's largest soybean processing plants at Decatur, Ill., en route to or from the convention.

A tour for the women will be held Tuesday, Aug. 29. The annual convention banquet will take place Tuesday evening at the Elks Club building.

MISSOURI RIVER DEVELOPMENT

Creation of about 19,000 farms and a substantial boost in agricultural production are a predicted result of the program of water and land development in the Missouri River basin, according to the North Dakota Extension Service.

TO THE FEED INDUSTRY

SULFAQUINOXALINE MERCK VETERINARY

Another outstanding contribution of Merck research, for the prevention *and* control of cecal and intestinal coccidiosis of chickens, turkey coccidiosis, and for the reduction of mortality in acute fowl cholera. Sulfaquinoxaline Merck, in powder form, is extremely well suited to feed mixing. Write us for full information on this highly effective product.

CALCIUM PANTOTHENATE DEXTROROTATORY MERCK

Increasingly, feed manufacturers recognize the need for supplementary amounts of pantothenic acid to produce nutritionally adequate rations. Calcium Pantothenate Dextrorotatory Merck is supplied in the form of an easy-mixing powder.

CHOLINE CHLORIDE MERCK

Choline Chloride Merck, for high energy rations, is supplied in two forms—Choline Chloride (25%) Dry Mixture and Solution Choline Chloride (65%). These are produced specifically for the feed industry.

NIACIN MERCK (Nicotinic Acid)

From Merck, where many of the important vitamins were *first* synthesized, comes Niacin Merck, in powder form, fine for feed mixing.

RIBOFLAVIN MERCK

No. 54—Riboflavin Mixture Merck is produced specifically for the feed industry. Extremely easy to use; economical because you save in freight, handling, and storage space.

MERCK POTASSIUM IODIDE MIXTURES

Extremely fine (3 billion particles to one ounce), free-flowing, these mixtures distribute uniformly and quickly through every portion of the feed. They represent your ideal means of iodizing and help you maintain a high level of feed performance.

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PROTEIN FEEDS
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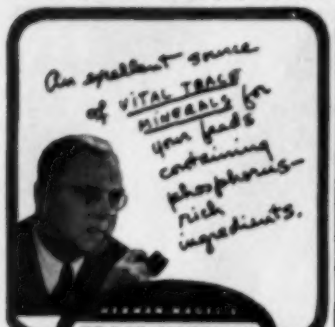

HERMAN NAGEL'S

TRACE MINERAL

CONCENTRATE

Highly concentrated for economy. One pound fortifies a ton of feed. Supplies properly balanced, measured amounts of stabilized iodine, manganese, copper, cobalt, nickel, iron, boron and zinc. Write for details. The Herman Nagel Co., 23 W. Jackson Blvd., Chicago 4, Ill.

MOROMIX

... AND STILL MORE PROOF OF THE DRAMATIC FEED EFFICIENCY

found in

MOROMIX

The New Activated Soybean Oil Meal

A RECENT rigid comparison test on one of the largest Eastern duck farms (name supplied on request), to prove the feed efficiency of MOROMIX, produced these results:

	Moromix Lot	Control Lot
Lbs. Feed per Duck Marketed	25.04	26.61
Lbs. Feed per lb. Duck Marketed	4.088	4.841

● Earlier this year exhaustive battery tests on White Leghorn cockerels, conducted by one of the leading pathological laboratories in the U. S. A. (name supplied on request), proved conclusively that the addition of MOROMIX to their feed, replacing ordinary soybean oil meal at a 15% level, resulted in increased growth, health and productivity.

CHECK THESE RESULTS

1,024 White Leghorn Cockerels started Feb. 17, 1950—In Hawkins starter batteries — Stern Bros. Chicks.

Vaccinated at four weeks of age with Newcastle Disease Vaccine March 17, 1950—28 days.

	Controls	Moromix
●Chicks started	527	517
●Mortality	49	30
●Birds salable as No. 1 Grade	451	472
●Birds salable as No. 2 Grade	27	15
●Net weight No. 1 Grade birds	870 lbs.	917 lbs.
●Total Feed Consumed	4,000 lbs.	3,400 lbs.
●Feed Cost	$146.00	$171.70
●Feed consumption per bird	8.27 lbs.	6.90 lbs.
●Lbs. of feed per pound of meat	4.4	3.7
●Cost of feed per pound of meat	$.209	$.186

●Go to your Distributor and ask for MOROMIX. If he does not have MOROMIX, write us.

SOYA CORPORATION OF AMERICA

30 Rockefeller Plaza, New York 20, N.Y.

PIEHL'S ALFALFA MILL

BLISSFIELD, MICHIGAN

Dealer in

Dehydrated and Suncured Alfalfa Meal

Chopped Hay--Hay & Straw

Western Burlap Bag Co.

CHICAGO

MINNEAPOLIS

COMBINE HARVESTING PERCENTAGES INCREASE

WASHINGTON — Ninety percent or more of the nation's wheat and rice crops will be harvested this year with combines, according to preliminary estimates released July 6 by the Bureau of Agricultural Economics, U.S. Department of Agriculture.

The estimates also indicate that about 75% of the barley, flaxseed and rye, and 60% of the oats will be harvested this year with combines. Estimates are based on the number of combines on farms in 1949 compared with the number in 1945 when the report, "Harvesting Small Grains and Utilization of the Straw," was issued by BAE. In 1949, number of combines on farms totaled 590,000 compared with 375,000 in 1945.

BEMIS-COLLEGE EXCHANGE

ST. LOUIS—Bemis Bro. Bag Co. has granted two fellowships for the study of its company organization and operation under a national program designed to encourage an exchange of information between college staff members and businessmen. The fellowships were granted through The Foundation for Economic Education, Inc., which established and directs the College-Business Exchange Program. Under this program, fellowships are offered to college teachers for a six-week summer period during which they make an intensive study of a business firm. Since many teachers move directly from their own academic training into the teaching profession without first-hand experience in business, it is felt that this study will be mutually valuable in creating better understanding between teachers and businessmen.

NEW ELEVATOR COLLAPSES

MANHATTAN, KANSAS—A newly constructed elevator, containing about 10,000 bu. wheat, collapsed here June 29, spilling wheat on the ground. The elevator owned by the Farmers Union Cooperative here, was completed only three weeks before the mishap.

Manager Harold Westgate estimated the loss to the building at $5,000. The wheat it contained was valued at $18,000. Part of the grain will be reclaimed, the manager said. The circular structure was constructed of shale tile, reinforced with steel bands.

ELEVATOR ADDITION

TOPEKA—Plans to add 500,000 bu. storage space to its not-yet-completed elevator were announced by Builders, Inc. The elevator, now under construction in North Topeka, was originally planned for 300,000 bu. The new addition will make a total of 800,000 bu.

Officials of the company said the present plant would be ready to receive grain about July 20. They estimated the addition will be finished by then.

READER INTEREST IS WHAT PAYS DIVIDENDS

FEEDSTUFFS

PROFIT PROVEN

PILOT BRAND OYSTER SHELL

FOR POULTRY

This trade mark is your double assurance of excellence and profits.

1. Our policy and determination is to continue to make Pilot Brand the purest and most economical crushed oyster shell that experience, superior raw material, loyal employees and management can jointly achieve.

2. Our National Advertising support constantly stimulates sales and profitable repeat business.

OYSTER SHELL PRODUCTS CORP.

New Rochelle, N. Y. St. Louis, Mo.

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MAGNETIC SEPARATORS

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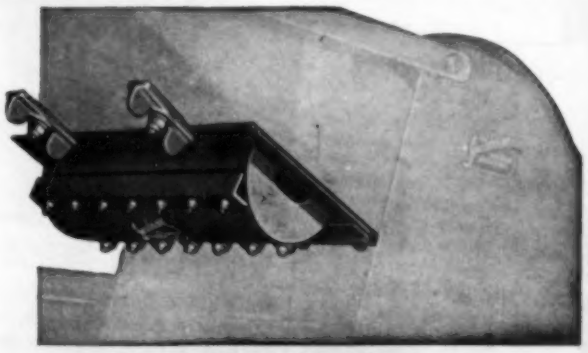
—Non-Electric
—No Current
—No Coils
—No interruption of power
—No fuses to blow
—Always energized
—Insulated
—Easy Installation
—Low Installation costs
—No cost afterward
—Permanent
—Hinged
—Always extra Efficient
—Especially Powerful



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JACOBSON MACHINE WORKS

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Fertilizers and Soil Conservation

Stress the Importance of Conservation and Sell More Fertilizer

By Martin Francis

THERE are two excellent reasons for every feed dealer to be deeply interested in soil conservation. The first of these is that attention to soil conservation sooner or later brings up the matter of proper fertilization, and that means fertilizer sales for alert feed dealers. The second reason is that, as a citizen, the feed dealer is vitally interested in seeing agricultural lands maintain their fertility instead of losing it.

As you advertise and display fertilizer, try to tie in your advertising with the great lesson of soil conservation. There are many soil conservation groups throughout the nation today which are doing excellent work in this respect. Their reports furnish a wealth of sales material for you in your fertilizer campaigns, if you will but use them.

Here are a few basic facts about soil conservation and fertilizer that you can incorporate into your feed store sales program:

1. Soils do not wear out if properly managed. The same farm can go on producing bumper crops year after year, generation after generation, bringing prosperity to many families if the soil is managed properly. Such management, of course, means crop rotation, soil conservation and fertilization. Surely this is a goal worth working for. It can be realized on many farms in your community.

2. It is good business to fertilize only soils where proper measures have been taken to keep the rich top soil in the right place. Isn't it foolish to spend hard-earned farm dollars for rich fertilizer only to have the fertilized soil wash away with spring and summer rains?

Similarly, it is very short-sighted not to properly fertilize soils where farmers have taken the time and incurred expense of keeping the soil in place so that it will not wash away. So long as the farmer has gone half way along the trail to get and maintain better soil, he needs proper fertilizer to help complete the job.

3. The return from good fertilizer. Experiments have shown over a period of time, on various types of average soil, that for every $6 the farmer invests in fertilizer he can expect a return of three to four times as great or $18 to $24. When you publicize figures like this, the farmer can see what his return will be—Nature cooperating—under average

(Continued on page 56)

BRUCO SUPERIOR PEAT MOSS

Pre-war quality German peat moss

In Horticultural and Poultry Grades

Available in 5 Popular Sizes

BRUCO* stands for—
- QUALITY that is unsurpassed
- PRICES that permit a dealer profit
- PROMPT SHIPMENT anywhere in U. S. A.

Also Available—Other European and Canadian Peat Moss. Write for full particulars.

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For International Trade
350 FIFTH AVENUE • NEW YORK 1, N. Y.

GUARANTEED ANALYSIS
GUARDS THE VITAMIN CONTENTS of YOUR FEEDS!

Rudy Eschenheimer has served the feed trade for many years, and can supply your needs for vitamins A & D and allied products.

LOOK TO VITINC FOR QUALITY VITAMINS

- VITINC DRY D_2—For Four-Footed Animals
- VITINC DRY D_3—For Poultry
- VITINC DRY STABLE A & D
- VITINC FISH LIVER A
- VITINC A & D FEEDING OILS—For Poultry

YEARS OF EXPERIENCE ASSURES QUALITY VITAMINS AT ALL TIMES!

The increasing vitamin deficiencies in grains and roughages have made the vitamins you add to your feeds more important than ever before! Today, you must be *sure* . . . not only of the quantity, but also of the quality of your vitamins. All VITINC Products are subject to continuous assays in our own laboratories and the minimum labeled potencies are periodically confirmed by neutral, recognized laboratories.

That's why VITAMINS, INC. *guarantees* the potency of its products; and has always guaranteed their quality for more than 14 years. You can depend on these vitamins, and you can be sure of prompt deliveries from warehouse stock in Kansas City, Mo.

WRITE FOR FREE VITAMIN FOLDERS

They present the latest information on Vitamins A & D requirements for poultry and livestock and complete information on VITINC Concentrates.

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Cash in on growing demand for custom ground, molasses impregnated feed. Wide range of complete portable mill models to choose from; two-unit portable to fit your truck available. Pay out of profits, terms arranged. Write for details.
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☆ Classified Ads ☆

Classified advertisements accepted until Wednesday each week for the issue of the following Saturday. Changes of advertising copy in classified advertisements must be received by closing date of Saturday preceding date of issue.

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MACHINERY FOR SALE

FOR SALE—ONE TYPE Q 12-30 ALLIS Chalmers flaking and crimping roll. Wenger Mixer Co., Sabetha, Kansas.

JAY BEE HAMMERMILLS — NEW AND rebuilt—stationary and portable. Jay Bee of Texas, Dallas, Texas.

FEED MIXER, 1-TON CAPACITY, GUARanteed first-class throughout. 5 H.P. motor drive. Address 5774, Feedstuffs, Minneapolis 2, Minn.

FOR SALE—NO. 4A GOOD, USED 50 H.P. direct connected Anglo-American molasses mixer. One like new large hammermill. One 7½ H.P. Anglo-American molasses mixer. Wenger Mixer Co., Sabetha, Kansas.

FOR SALE—AIR BLAST CAR LOADERS; one double stand 9"x20" and one double stand 9"x24" Great Western, shell bearing, Style A, roller mills; two Richardson Portable Bagging Scales, from 100 to 200 lb.; one 4-bu. Grain Scale; two N & M 20" Aspirators; three 15"x16" Crimping or Flaking Rolls, no stands; one 15-T. Fairbanks Hopper Scale; two Carter Disc Separators; three 40 steel plate Exhaust Fans; one No. 30 Roscoe Ajax Oat Huller; three Sprout-Waldron Oat Hulling Stones; Oat Groat Separators; Vertical Batch Mixers; Horizontal Mixers; Hammermills; Attrition Mills; Bran and Flour Packers; one bucket elevator complete with 11' buckets; 30 stands of elevators complete with 4" buckets; Drawer Feeders; electric motors; belting; shafting; pulleys; one 100-lb. Richardson Automatic Soft Feed Bagging Scale. J. E. Hagan Mill Machinery, P.O. Box 574, Jefferson City, Mo.

Screens - Hammers - Bearings
NEW and REBUILT MILLS
Write for Prices
INDIANA GRAIN MACHINERY Corp.
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Today's road to riches is rolling grain for livestock feeding. We don't have to tell you that they've switched overnight from ground to roller-crimped feeds. More palatable, easily digested, dust-free, reduces wheezing, coughing and bloating in the feed lot.

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DEPT. F-9 BOONE SPRINGS, KANSAS

MACHINERY FOR SALE

JAY BEE HAMMERMILLS AND MOlasses mixers. Triumph Zip Shellers, Jay Bee of Virginia, Salem, Va.

ANDERSON EXPELLERS, FRENCH Screw Presses—all models, "as is" or rebuilt for specific materials. Pittock & Associates, Glen Riddle, Pa.

IF YOU ARE INTERESTED IN A NEW or used molasses feed mixer get in touch with us. Wenger Mixer Co., Sabetha, Kansas.

FOR SALE—TWO LATE MODEL LARGE size California pellet mills. Two Gruendler hammermills. Sabetha Machinery Co., Sabetha, Kansas.

ONE GOOD USED HAYNES MOLASSES Mixer complete with hopper bin feeder and V-drive for 1,750 R.P.M., 10 to 15 H.P. motor. Wenger Mixer Co., Sabetha, Kansas.

FAIRBANKS - MORSE DIESEL MOTOR, model 36 A, 4¼, 40 H.P.; 1,100 R.P.M.; electric starter and batteries; reconditioned. Address 586, Feedstuffs, Minneapolis 2, Minn.

175-BPW; 2-CYCLE Y FAIRBANKS MORSE Diesel Oil Engine with 2 starting tanks and air compressors. Will trade for 50-bbl. 20th Century Flour Mill, Reimer Flour Mill, Corn, Okla.

WHEN YOU ARE IN THE MARKET FOR new or used mill machinery, electric motors or any other equipment, write J. E. Hagan Mill Machinery Co., P.O. Box 574, Jefferson City, Mo.

FOR SALE—BURTON HORIZONTAL ONE-ton feed mixer, Model 20, with B-Line Motor 220-440 volts, 60-cycle, 2 H.P., good condition. Western Iowa. Address 2009, Feedstuffs, Minneapolis 2, Minn.

FOR SALE—SPROUT-WALDRON 18" ATtrition mill, double runner, with two 20 horsepower electric motors and starter, priced at $300. This equipment was operating and replaced with a larger capacity mill. Will be available in a few days. This is your chance to secure a mill at rock bottom price. Farmers Elevator Co., Marshall, Mich.

Standard steel elevators, belt and bucket type, available from stock. Ten Heavy Duty sizes, from 300 to 10,000 Bu./Hr., for continuous service and four Light Duty sizes, from 110 to 750 Bu./Hr., for intermittent service. We also manufacture screw conveyors and hoppers. Send your requirements for complete information.
GODSHALK
Sheet Metal Fabricators
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BUY A MARION PRE-MIXER
for pre-mixing your trace materials
RAPIDS MACHINERY COMPANY
MARION, IOWA

HIGHER QUALITY HEAT TREATED **HAMMERS**
Hammers direct from manufacturer of year's experience. Send your specifications or worn hammer. Quantity discounts on hammers and screens. Ask for prices.
SOUTHWEST MILL SUPPLY CO.
P. O. Box 1426 N. Kansas City, Mo.

MACHINERY WANTED

WANTED—TWO DOUBLE STANDS 9x30 rolls and one Nordyke 120-bu. rotary dryer. Ewing Mill Co., Brownstown, Ind.

WANTED—TWO SUPER DUO EXPELLERS —May consider Duo or RB for other operation. Address 1594, Feedstuffs, Minneapolis 2, Minn.

WANTED—OLD TYPE FOUR- TO FIVE-bushel manually operated Sonander or similar scales. Address 1723, Feedstuffs, Minneapolis 2, Minn.

WANTED TO BUY — RICHARDSON scales, bag closing machines and other good mill, feed and elevator equipment. J. E. Hagan, P.O. Box 574, Jefferson City, Mo.

ELEVATORS FOR SALE

HAVE A NUMBER OF GOOD GOING country elevators for sale in Indiana, Illinois and Ohio. Some will pay for themselves in one year good management. Owned mostly by older men wanting to retire. If you want to buy, see or write us your needs. Availability of most of our plants not publicly known. Most of them on good terms. Mid-West Business Exchange, Plymouth, Ind.

HELP WANTED

TERRITORY SALESMAN FOR LARGE reputable feed manufacturer. Liberal drawing account against commissions. Give complete information about yourself in first letter. Address 1965, Feedstuffs, Minneapolis 2, Minn.

WANTED — YOUNG MAN WITH SALES experience in feed and allied lines, for work with established brokerage office. Some traveling required, car furnished. Woodbach, Inc., 518 Corn Exchange, Minneapolis 15, Minn.

DRAFTSMAN — LEADING EQUIPMENT manufacturer has attractive opportunity for competent and experienced draftsman on feed mill design. Good salary, steady employment assured right person. Address 1748 Feedstuffs, Minneapolis 2, Minn.

WANTED — SALESMAN TO SELL PEAT moss as a sideline. Men who call on feed trade preferred. Territories open in Arkansas, Oklahoma, Kansas, Texas, Missouri, Nebraska, Iowa and Wisconsin. Write H. E. Clark Co., Winfield, Kansas.

STORE MANAGER WANTED—AN ESTABlished Midwest farm supply company has a fine opportunity for a man experienced in feed and general farm supplies. Good salary. Give full particulars in first letter. Address 2021, Feedstuffs, Minneapolis 2, Minn.

WANTED—EXPERIENCED FEED SALESmen by established mid-western feed manufacturer to promote formula feed sales in southern Michigan and northern Indiana. This responsible sales position offers a good opportunity for the right man. Address 2019, Feedstuffs, Minneapolis 2, Minn.

IF YOU ARE EXPERIENCED IN MANagement of retail feed stores operated by feed manufacturers, you may be the man wanted by a north central feed manufacturer not presently operating retail outlets. Tell us your age, experience, earnings, etc. Address 2011, Feedstuffs, Minneapolis 2, Minn.

EXPERIENCED FEED MILL FOREMAN— Experienced man desired capable of handling men with full knowledge of poultry feed mill operations. Must have full knowledge of all operations; mixing, loading and unloading, machinery, routing, etc. Good salary. Contact immediately. FLF Farmers Union Cooperative Assn., Inc., Farmingdale, N. J., Farmingdale 5-6301.

PLANT MANAGER — VERY AMBITIOUS, reliable and sober young man between 28 and 35, to train for operator of poultry and livestock feed manufacturing plant. Large tonnage involved. Excellent future for the man who can excel. Good education and excellent business judgment required. Milling experience has value but lack of it would not bar person possessing other high basic qualities. Give detailed qualifications and background in first letter. Address 2017, Feedstuffs, Minneapolis 2, Minn.

TECHNICAL REPRESENTATIVES

Excellent opportunity with nationally known organization. To call on feed mills selling bulk raw material for use in connection with feed products. Should be familiar with Southwest and middle west sections of the country. We are looking for men who are graduate nutritionists or equivalent, with a thorough knowledge of feedstuff ingredients, especially vitamins and medicaments. Should know feed formulas. Prefer men with previous sales experience but would consider those who have been in feed mills as research or development men. Submit complete resume including salary desired.

Box 9638 Feedstuffs
Minneapolis 2, Minn.

ATTENTION!
Creative Salesmen

We need salesmen for eight middle western states, men who believe in themselves and can sell concentrates. Draw and commission arrangement that can soon put you in the five figure bracket. These men are probably now employed, but due to conditions they cannot control, are not making the progress they should. Give us full details on yourself; these will be held in strict confidence. Address 2043, Feedstuffs, 166 W. Jackson Blvd., Chicago 4, Ill.

HELP WANTED

MILL MECHANIC: EXPERIENCE WITH livestock and poultry feed mill preferred. Pacific Coast location. Address 1732, Feedstuffs, Minneapolis 2, Minn.

WANTED—EXPERIENCED FEED SALESman by old reliable eastern feed manufacturer. Virginia and West Virginia territory. Give detailed qualifications in first letter. Address 1724, Feedstuffs, Minneapolis 2, Minn.

SITUATIONS WANTED

FEED ADVERTISING MAN AND PROMOmotion manager with experience in sales and advertising. National award winner with imagination and planning ability. Sales experience includes detail work, sales to jobbers, dealers and consumers. Advertising includes radio, newspaper, periodicals, and direct mail. Farm background with A. B. in Journalism. Married with two children, 18 years in feeds. Ability can be quickly demonstrated. Desire location in S.E. or West Coast with sound company needing a promotion and public relations man. Address 1744 Feedstuffs, Minneapolis 2, Minn.

BUSINESS OPPORTUNITIES

FOR SALE OR LEASE COMPLETE FEED mixing mill, equipped with pellet and crumble machinery. Located northwestern Iowa. Excellent opportunity for aggressive feed man. Address 1736, Feedstuffs, Minneapolis 2, Minn.

FOR SALE—100-SACK FLOUR MILL, 90,000-bu. Elevator and outside tank storage, 40,000-bu. Machinery in good condition, includes corn mill and feed cutter mill. Offered at $3,500. Mingus Flour Mills, Mingus, Texas.

ALFALFA DEHYDRATING PLANT—WINter production, October through June. Located in Imperial Valley, California. Large capacity. Will sell, lease or take in partner, if substantial. Address 2023, Feedstuffs, Minneapolis 2, Minn.

DOG FOOD MANUFACTURERS — CONFIdential expert consultation service on formulation, research and testing, quality improvement, cost reduction, etc., for dog foods. For details Address 2014, Feedstuffs, 23 Beaver St., New York 4, N. Y.

FOR SALE — CALIFORNIA, TWO HOURS from San Francisco, manufacturing feed specialty, output sold yearly in advance, nets $40,000. Total price only $125,000, actual value of plant, equipment. Address 1719, Feedstuffs, Minneapolis 2, Minn.

COMPLETE FEED MILL-BUILDING SUPply—Tremendous opportunity, rich dairy country, near Pymatuning Lake, Penna., four buildings, four trucks, RR siding, large volume. With land $26,000 plus inventory. Must sell to settle estate. Address 2020, Feedstuffs, Minneapolis 2, Minn.

FOR SALE—FEED MIXING PLANT, ELEvator, warehouse, retail store. Established business in prosperous dairying, poultry, hog territory in southern Minnesota. Buildings and machinery only three years old. Selling for reasons of health. For full details address Jordal & Schultz, St. Charles, Minn.

A REAL OPPORTUNITY IN A MODERNLY equipped flour, meal and feed mill located in the heart of a fine wheat, oats, corn and 'broiler' country, having 20,000 bu. storage elevator, complete with scales. Operating steadily, doing $200,000 business. The price is only $30,000 less than half the cost of replacement. Frank L. Carpenter, 213 Denison, Muskogee, Okla.

FOR SALE OR LEASE—FEED MILL LOcated in western Iowa on R. R. siding. Warehouse 60x80', feed mill 30x60'. Bulk storage bins. Will sell machinery and lease building or sell building. Machinery includes new grinders, pellet machines, molasses cuber, molasses tanks, etc. This is an ideal location to sell truckers. Rich farming community. River rates and transit rates in and outbound. Address 2006 Feedstuffs, Minneapolis 2, Minn.

FOR SALE, LEASE OR PARTNERSHIP going formula feed mill in central Texas. Owner must devote full time to associated business interests. Will sell this mill, lease it or take into partnership young man who can make some investment and competent to manage business. Capacity 15,000 cwt. weekly. Sales tripled in past four years. Located in heart of rapidly growing poultry and dairy section. New mill machinery and delivery equipment, well organized sales force. Can furnish experimental farm facilities. Write Box 1988, Feedstuffs, 612 Board of Trade Bldg., Kansas City 6, Mo.

BABY CHICKS FOR SALE

HATCHING YEAR ROUND; 45,000 CHICKS per week; contact us for wholesale prices U.S. approved and pullorum passed. Morris Hatchery, 842 Jackson St., Morris, Ill.

Buy and Sell
through
WANT ADS
—in—
FEEDSTUFFS

1950 Livestock Exposition May Be Largest in History

CHICAGO—The 51st International Livestock Exposition, scheduled for Nov. 25-Dec. 2, promises to be the largest ever held, officials of the show report. Also, increased prizes are being offered in classes for several breeds of livestock, they point out.

The exposition, which will be staged as usual in the International Amphitheater at Chicago Stock Yards, will offer livestock exhibitors $100,000 in prizes. Total prizes for all cattle classes will be $61,370, the most ever offered at the exposition.

Hereford and Aberdeen-Angus purebred raisers will compete for $10,000 in cash prizes, the biggest premiums ever offered for these breeds at the Chicago show. An $11,500 classification is offered for the two divisions of purebred Shorthorns—$8,000 on Shorthorns and $3,500 on Polled Shorthorns.

Many increases made in other breeds to mark the occasion of the 50th anniversary show last year are retained this year, the management states.

A class for Rambouillet wethers will be included in the sheep department for the first time this year, and the Lincoln and Cotswold wether classes have been dropped.

Steers will be shown on the basis of age rather than weight, in recognition of the importance of weight for age in the economical production of fat cattle.

Dr. A. D. Weber, associate Dean of Agriculture at Kansas State College, Manhattan, will judge all of the steer classes again this year. He will be making his third successive appearance.

Weights for barrows in the swine department have been reduced from last year's maximum of 300 lb. to 280 lb. The weight classes are 200-300 lb., 231-260 lb., and 261-280 lb.

The exposition will include the 28th annual International Grain and Hay Show. The International Horse Show, with 13 performances scheduled for the eight-day run of the exposition, will be another highlight.

W. J. O'BRIEN, GLIDDEN EXECUTIVE, RETIRES

CLEVELAND—The retirement of W. J. O'Brien, nationally-known chemist and executive of the Glidden Co., has been announced. The retiring vice president will remain on the Glidden company's staff as a technical consultant and director.

Mr. O'Brien began his career with Glidden in 1920 as a chemist in the food division in Chicago. Subsequently he was placed in charge of the company's chemical and pigment division. He later became a director of the company, vice president in charge of manufacturing and research, and chairman of the manufacturing and research committee.

HEAVY FIRE DAMAGE AT LARABEE FEED MILL

WELLINGTON, KANSAS — The Welling plant of Larabee Feed Mills division of the Commander-Larabee Milling Co. sustained heavy damage from a fire which broke out late July 10. Three floors of the mixing plant were practically destroyed by the fire, and there was damage to the ground floor and nearby ingredient storage.

The million-bushel Larabee terminal elevator located close to the scene of the fire was not affected. Value of the machinery and property lost was not immediately estimated by the company.

Larabee officials announced that through stepped up production at the Marysville, Kansas, plant, there will be no delays in shipments against current orders. Approximate capacity of the Wellington mill was 125 tons daily.

COMPLETE PROTECTION

with

ANNIA AG GERM INSECT CONTROL and TETRAFUME WEEVIL KILLER

The 4-Way Grain Fumigant

AG and Tetrafume are sure, fast kill for all forms of insects, both hard and soft shell. Safe—leaves no telltale taste, color or odor in foodstuffs.

AG Mill Spray is ideal for grain bins, machinery, around the plant. Safe to spray directly on flour or food. Fireproof.

Tetrafume is a non-inflammable liquid, which forms a heavy, non-explosive gas. This gas slowly settles throughout the bin or car, giving complete penetration.

Tetrafume Exclusive 4-Way Protection . . .

(1) Kills weevils and other insects.
(2) Removes musty or ground odors.
(3) Lowers temperature, cuts heat damage.
(4) Retards damage from high moisture content.

See your Douglas salesman or write direct.

FREE BOOK

Explains how to get complete grain protection with AG and Tetrafume. Don't wait. Write today!

"PIONEERS OF SAFE INSECTICIDES"

Douglas Chemical and Supply Company

INCORPORATED 1918

1324-109 West 12th St. Kansas City, Missouri

BRANCH WAREHOUSES, CINCINNATI, OHIO, AUGUSTA, GEORGIA, SPOKANE, WASHINGTON, MINNEAPOLIS, MINNESOTA, PORTLAND, OREGON

TABOR GRAIN AND FEED CO.

GRAIN FEED

SPECIALIZING IN COUNTRY RUN
GRAINS.....
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SOYBEANS...
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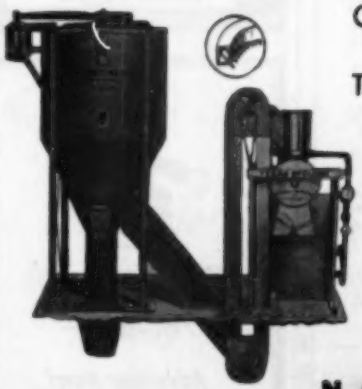
TABOR GRAIN & FEED CO., SULLIVAN, ILL.

MOLASSES FEED SALES UP 35%

GET YOUR SHARE With TEXAS CYCLONE



Government figures show a 35% gain in molasses feeds in past year. Get your share of this growing market with Texas Cyclone Sweet Feed Mixer. Special patented mixing process gives better feeds at low cost. Vertical mixer and molasses mixer sold separately or in combination. Let us show you why these machines are the best for the money today. Just write Dept. F below:

Patent spray manifold, shown in circle above, gives thorough, even dispersal of molasses. Mixes quickly.

NORWOOD MANUFACTURING COMPANY
MINERAL WELLS, TEXAS

After all...
THERE IS JUST ONE WAY TO GET THE GRANULAR GRIND AND TWIN-SPIRAL MIX

USE A Blue Streak TRIPLE REDUCTION MILL

AND A Blue Streak TWO-SPEED TWIN-SPIRAL MIXER

BUILT BY
PRATER PULVERIZER CO.
1937 S. 55th Court, Chicago 50, Ill.

Fertilizers and Soil

(Continued from page 51)

conditions. What other investment could the farmer make with such a tremendous return? None that I know of.

Now most certainly this return to the farmer is something which needs broadcasting in advertising and through signs displayed right at the spot where the fertilizer is sold.

One feed dealer tells me that every person who purchases seeds, garden or field, at the store is asked, "How about some fertilizer?" He tells me that this alertness on fertilizer stock results in big fertilizer sales for the store.

I am also informed by another dealer that, by having large sacks of fertilizer up near the seed department, he encourages clerks to mention fertilizer to customers. Clerks do not like to think of wheeling bags of fertilizer one by one from a rear room while the customer waits. It's much easier to start serving the next customer than it is to try to sell fertilizer. But if the fertilizer is close at hand and easy to load, the clerks will be encouraged to sell more of it.

Inasmuch as fertilizer is a seasonal item, why shouldn't sufficient stocks of it in the feed mill and store be seasonally stored close enough to the loading entrances so that it can be sold and loaded very easily? Why have too much of it far back in the warehouse during the fertilizer season so that loading will be slowed?

Soil conservation groups estimate that in 32 years the U.S. will be short 10,660,000 acres of good land needed to maintain the present standard of living. By that time we will have 24½ million more people to feed.

In 1948 more than 24 million acres, in 2,000 soil conservation districts were farmed under a plan. This is a small total, however, of all planted acreage, which ran to 348 million acres in 1947.

You will find, Mr. Feed Dealer, that if you can post some pictures of lands where soil conservation has been practiced, along with pictures "before" conservation, you will interest farmers a great deal and get them more inclined to think about the matter.

No farmer likes to throw money into a river—which is what he is practically doing when he spends money for seed, fertilizer, tools, time, taxes, etc., on land which is gradually becoming poorer through erosion.

The Iowa State College agronomy department says that some soils in eastern U.S. are more fertile after 200 years of cultivation than they were when first broken by the plow. These are only the well managed soils, of course. However, it shows what can be done through a long range plan.

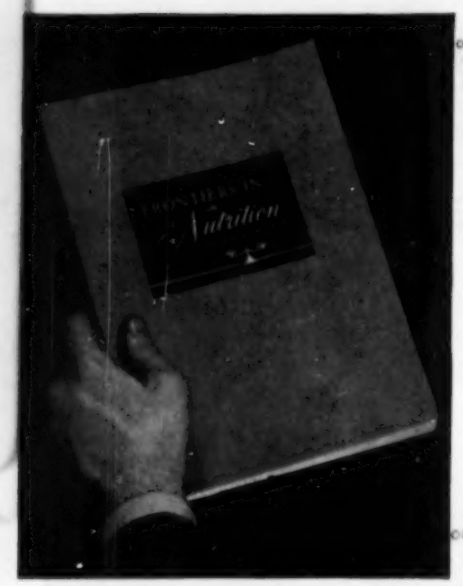
There are many photos which you can obtain concerning the crop yields from fertilized and unfertilized soils, especially those which deal with grain crops. Posting of these photos near the fertilizer display will help to increase sales.

"I believe that outside display of fertilizer is one of the best ways of selling it," declares one feed retailer. "We set bagged fertilizer outside near the curb every day when the weather permits. Some customers tell me they see that display as they drive by and are reminded to come in and buy fertilizer. While they are in the store, they also buy other items."

The farmer who buys fertilizer and who also follows good soil conservation practices not only insures himself of a good crop for the current year, Nature allowing, but he also builds for the future by enriching his soil. Stress both these factors to the farmer when selling fertilizer because all farmers like to try to make their future more secure.

CAROTENE ASSAYS
(ADA OFFICIAL METHOD)
ALSO FAT, FIBER AND PROTEIN ANALYSES
Prompt Service—Results Reported Same Day Samples Received
ST. JOSEPH TESTING LABORATORIES, INC.
CORBY BLDG., ST. JOSEPH, MO.

A *New* Book that takes a *New* Look at NUTRITION



A SUMMARY of Developments to Date

+ PLUS +

a SURVEY of Future Trends in Feed Manufacturing

"A HELPING HAND" to Feed Manufacturers Who Think for Themselves

This is an unusual book. It is more than an interesting history of animal nutrition. It is a practical attempt to aid feed manufacturers anticipate coming developments—and profit from them.

"Frontiers in Nutrition" presents a new viewpoint toward so-called scientific feed building. Some of the ideas are contrary to current practices—yet all of them have been proved sound by long, successful experience in helping feed manufacturers solve formula problems.

This 104-page book has its roots in a continuing study over many years of the thousands of research reports that constitute existing nutritional knowledge. It contains no mention of any Dawe's product.

If you are a feed manufacturer, you are welcome to a copy with our compliments. Just write on your letterhead, or sign the coupon below and attach to your letterhead.

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WORLD'S OLDEST AND LARGEST SPECIALISTS IN VITAMIN PRODUCTS FOR FEEDS

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I would like to read your 104-page book, "FRONTIERS IN NUTRITION".

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FEEDSTUFFS

USDA ISSUES BOOKLET ON INSURANCE PROTECTION

WASHINGTON—Types of insurance protection for the farmer against various accidents for which he may be held liable are explained in Farmers Bulletin No. 2016, which has been published by the U.S. Department of Agriculture.

"The possibility that a farmer might lose his farm or his life's savings to satisfy a judgment, is a risk which should be insured against," it is pointed out. The bulletin, prepared by Ralph R. Botts of the Bureau of Agricultural Economics, is called "Insurance for Farmers." A sort of insurance handbook for farmers, it explains the principles and uses of all kinds of insurance in which farmers might be interested—insurance against fire, windstorm, crop and hail, liability and life.

The section on liability insurance includes such items as automobile and truck insurance, farmer's comprehensive personal liability, and employer's liability policies. The bulletin leads off with a list of questions which enable the farmer to check up on his insurance to be sure whether he is safely covered. A copy of "Insurance for Farmers" may be obtained from the Office of Information, U.S. Department of Agriculture, Washington 25, D.C.

Controls

(Continued from page 1)

what the steel industry is to hard goods and military requirements.

The general character of control plans contemplated by the National Security Resources Board are those of World War II with some modifications but much more strict in detail. Since NSRB has had a checkered and none too successful a life to date, it may be reasonably suggested that the contemplated control recommendations may not be the ultimate to be desired by industries which would have to operate under them.

Many of the difficulties arising under government controls in the last war were dislocations as controls were applied piecemeal on major commodities without any master plan. These price dislocations led to the protein shortage and touched off a whole chain of problems which beset not only the feed industry but other lines of food production.

Now it is seen that the original OPA freeze technique alone may not be the answer to war control problems. Primarily government officials agree that the feed industry may be the management base through which emphasis on certain required production can be effected and the maximum efficiency obtained from our agricultural plant.

For several years the feed industry, operating under the leadership of the college survey group of the American Feed Manufacturers Assn., has been able to develop a technique which closely approaches mathematical accuracy in determining disappearance of supplies of feed grains and ingredients. It is from this group, plus associates from government and the other processing and packing industries, that an over-all food management program can be developed, including price, ration and allocation controls, if necessary.

Officials Agree

Government officials who have been asked to comment on this possibility agree that the feed industry is the potential cornerstone on which all other controls may be placed with appropriate relationship and from which broad general adjustments may be made on a long range basis as requirements are forecast.

Officials say that it is not too early now for responsible leaders of the feed industry to sit down with top government food officials like Charles F. Brannan, secretary of agriculture, and set before them a comprehensive food management plan in case the worst of eventualities happens.

Government officials are firm in saying that such a conference would not be inappropriate or untimely now. In fact, they consider it advisable. They see in the feed industry adequate food management possibilities and a means of preventing the dislocations which occurred under the OPA freeze-type technique, with adjustments setting off a whole series of further maladjustments.

FLY CONTROL

Barns and other farm buildings that are sprayed with chemicals for fly control should be cleaned first, Iowa State College experts point out.

MILLFEED FUTURES

The following is a comparison of settling prices at Kansas City for July 6 and 13:

Bran—	July 6	July 13
July	$....@*45.50	$51.50@ 51.75
August	42.60@ 42.85	....@*47.00
September	....@*42.25	....@*46.00
October	42.25@ 42.40	46.00@ 46.25
November	44.50@ 45.00	47.10@ 47.25
December	....@	47.10@ 47.50
Shorts—		
July	$52.00@ 52.50	$59.25@ 59.90
August	49.00@ 49.75	....@*53.65
September	48.50@ 49.50	....@*53.25
October	47.25@ 48.25	51.25@ 52.00
November	47.25@ 48.25	51.00@ 51.25
December	47.25@ 48.25	50.75@ 51.00
Sales (tons)	340	4,660

COTTONSEED OIL MEAL FUTURES

Closing prices of cottonseed oil meal (41% protein) on the Memphis Merchants Exchange in dollars per ton:

	July 7	July 8	July 10	July 11	July 12	July 13
July	....@*69.00	....@*70.00	....@*71.00	....@*71.25	71.60@ 72.00	....@*72.00
Oct.	61.85@ 62.25	63.00@ 63.50	....@*66.00	66.50@ 67.25	....@*67.00	....@*67.75
Dec.	61.15@ 61.55	....@*62.50	....@*65.50	....@*65.25	....@*66.25	67.00@ 67.50
Jan.	61.00@ 61.25	62.00@ 62.75	....@*65.00	65.50@ 66.25	....@*66.25	67.00@ 67.50
Mar.	61.00@ 61.25	62.00@ 62.50	....@*65.00	....@*65.50	65.85@ 66.15	67.00@ 68.00
May	60.75@ 61.25	62.00@ 63.00	....@*65.00	64.50@ 67.25	65.70@ 66.25	67.00@ 68.25
Sales (tons)	300	1,100	1,200	1,300	1,900	3,600

*Flat. †Bid.

SOYBEAN OIL MEAL FUTURES

Closing prices in soybean oil meal (basis Decatur, Ill.) on the Memphis Merchants Exchange, in dollars per ton (sacked basis):

	July 7	July 8	July 10	July 11	July 12	July 13
July	57.00@ 57.50	....@*58.00	....@*58.50	....@*58.10	....@*59.00	90.50@ 91.00
Oct.	....@*61.00	62.50@ 63.00	....@*65.50	....@*64.00	64.50@ 65.25	....@*65.50
Dec.	....@*60.00	....@*61.00	....@*64.00	....@*63.00	....@*64.00	64.10@ 64.50
Jan.	59.75@ 60.00	61.00@ 62.00	....@*64.00	....@*63.50	63.80@ 64.25	....@*64.50
Mar.	....@*60.00	....@*61.00	....@*64.00	63.60@ 64.25	63.85@ 63.90	....@*64.50
May	....@*60.25	61.00@ 63.00	....@*64.00	63.75@ 64.25	....@*64.00	64.40@ 64.90
Sales (tons)	4,500	2,100	5,000	3,900	3,300	10,300

*Flat. †Bid.

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Animal Feed Whey Powder and CONDENSED WHEY containing not less than 62% solids

WE ARE SUPPLYING a high quality product which is actually a human consumption powder. All of our powder is made with stainless steel equipment, assuring an EXTRA VALUE product. An indication of its high quality is the titratable acidity of 0.1%, and the lactose content of 74%. It has a very high content of thiamine and riboflavin.

BONGARDS Whey Powder is definitely non-hygroscopic and will never cake or become lumpy. Nothing has been added in our drying operation but still our powder is always free flowing.

BONGARDS Condensed Whey, containing not less than 62% solids, also is manufactured under strict sanitary conditions and has a smooth consistency. It is packed in various size containers to suit your requirements.

Both of these products are manufactured the year around.

Write for Prices and Samples

Bongards Co-operative Creamery Assn.

BONGARDS, MINN.

THE FEED MARKETS

★ ★ ★ ★ ★

Demand — Supply — Trends — Prices

Quotations on feed ingredients shown in these and adjoining columns are wholesale prices, per ton, bagged, for prompt delivery, unless otherwise noted. They are the latest quotations available by mail from Feedstuffs correspondents, but are not necessarily those in effect on date of publication. The prices represent fair average trading values and do not necessarily represent extreme low or high levels at which individual sales might have occurred. A descriptive summary of supply and demand factors prevalent in the feed market appears on page 2.

ALFALFA MEAL

Los Angeles: Demand good; trend very firm; supply ample; dehydrated, 17% $41; suncured, 15% $32.50@33.

Kansas City: Heavy rains slowed down field work and the entrance into the market of a big multiple-car buyer caused spot send duty meal to advance $1 ton during the week; demand is fair and supplies quite ample; 17% dehydrated alfalfa meal with 100,000 units of vitamin A guaranteed on arrival $48@49 sacked, Kansas City.

Ft. Worth: Demand fair; supply adequate; dehydrated, 150,000 A, 20% $59@60; 100,000 A, 17% $54@56 delivered Texas points, prompt.

Portland: Demand good; trend higher; supply limited; dehydrated $41, f.o.b. producing points; suncured $40, Idaho producing points.

Memphis: Demand fair to good; trend steady; supply adequate; dehydrated 17% protein, guaranteed 100,000 units vitamin A $55@56; No. 1 fine sun cured Colorado meal $43; No. 2 medium Kansas or Nebraska $35.50@36.

Seattle: Demand steady; supply ample; 15% fine grind suncured $42 ton, carlots; 17% protein and 100,000 A unit dehydrated $54 ton, carlots.

Indianapolis: Demand good; trend steady; supply ample; western suncured meal, 13% $51; dehydrated, 17% $69.

Boston: Demand good; supply fair; dehydrated, 17% $62; suncured, 15% $52.50.

Cincinnati: Demand good; trend higher; supply scarce; dehydrated 17%, 100,000 units vitamin A $60.40.

Philadelphia: Demand moderate; supply fair; dehydrated, 17%, guaranteed $64.

Buffalo: Demand fair; trend steady; supply moderate; western suncured, 15% $48 prompt.

Minneapolis: Alfalfa meal prices advanced, influenced by tighter supplies and generally expanded buying interest. August shipment was quoted $4 ton above nearby quotations: 17% dehydrated, 100,000 units of vitamin A guaranteed $54, 20 to 22% $58; 15% suncured $44.50.

Chicago: Demand good; supply ample; dehydrated, 17%, 100,000 A $53@58; 20%, 150,000 A $60.75; 15% suncured No. 1 fine ground and 15% no quotations.

New Orleans: Demand slow; trend steady; supply adequate; 17% protein guaranteed $57@58, 15% $50@53, 13% $45@48.

St. Louis: Demand extremely good on dehydrated, good on suncured; supply good on dehydrated, short on suncured; dehydrated, 17% $54.40, 100,000 A, St. Louis; western suncured leaf $38.40; No. 1 fine $45.40; No. 1 medium $42.40, St. Louis.

Denver: Demand very good; trend strong; supply tight; $52.

BARLEY FEED

Seattle: Demand good; supply tight; whole $68, ground $68, rolled $69, all ton, ex-warehouse, l.c.l.

Portland: Demand good; trend firm; supply ample; rolled $67, ground $65.

San Francisco: Demand good; supply ample; standard rolled $58, rabbit $58.

Indianapolis: Demand fair; trend steady to unchanged; supply ample; pulverized barley $71, whole barley $74 sacked, steamed crimped barley $73.

Boston: Demand light; supply adequate; $64@65.

Philadelphia: Demand dull; supply fair; pulverized $66, nominal.

Ogden: Supply normal; rolled $55@58, whole barley $53@57.

New Orleans: Demand dull, trend firm; supply ample; ground $80@81.

Chicago: Demand good; supply light; $67.

Baltimore: Demand good; supply light; $65.

BLOOD FLOUR

New Orleans: Demand fair; trend steady; supply adequate; $135@140.

BLOOD MEAL

Los Angeles: Demand good; trend steady; supply ample; 15 unit of ammonia.

Seattle: Demand slow; supply ample; $130 ton, f.o.b. local packing plants.

Kansas City: Demand fair; supplies light; market strong; $135@140 sacked, Kansas City.

Portland: Demand good; supply ample; trend unchanged; $140.

San Francisco: Demand improved; supply fair; 15.25 unit of ammonia; screened blood 16.15 unit of ammonia.

New Orleans: Demand fair; trend firm; supply adequate; $125@140.

BONE MEAL

Louisville: Demand good; trend stronger; supply light; $60@65 ton, bulk.

San Francisco: Demand fair; supply ample; $55.

New Orleans: Demand fair; trend steady; supply ample; $53@60.

BONE MEAL (STEAMED)

Los Angeles: Demand fair; trend steady; supply ample; domestic $70.

Louisville: Demand good; trend stronger; supply light; $65@70 ton.

Kansas City: Demand fair; market steady; $67.50@68 sacked, Kansas City.

Ft. Worth: Demand fair; supply sufficient; special steamed imported 4% protein, 14% phosphorus, 72% B.P.L. $3.95, f.o.b. Ft. Worth.

Portland: Demand good; trend lower; supply ample; $76.

San Francisco: Demand fair; supply ample; domestic, branded bags $68, unbranded $66; imported $68.

Indianapolis: Demand fair; trend unchanged; supply ample; $73 sacked.

Boston: Demand very poor; supply good; $55.

Cincinnati: Demand fair; trend higher; supply ample; $61 ton, sacked, f.o.b. Cincinnati.

Buffalo: Demand strong; trend steady; supply ample; $70 sacked, ton lots, Buffalo.

New Orleans: Demand poor; trend steady; supply ample; $70@72.50.

St. Louis: Demand fair; supply adequate; $67.50 sacked.

Denver: Demand fair; trend steady; supply sufficient; $90.

Chicago: Demand fair; supply light; $75.

BREWERS' DRIED GRAINS

Louisville: Demand fair; trend steady; supply ample; $48 ton, sacked.

Ft. Worth: Demand unsatisfied; supply limited; nominal 24% $51.30, delivered Ft. Worth.

San Francisco: Demand good; supply fair; $49.50.

Cincinnati: Demand fair; trend higher; supply limited; $52.50 sacked, f.o.b. Cincinnati.

Philadelphia: Demand fair; supply ample; $55.

Buffalo: Demand and supply fair; trend easier; $57 sacked, Boston.

Chicago: Demand good; supply light; $47@47.50.

New Orleans: Demand quiet; trend slightly higher; supply adequate; $51@52.50.

St. Louis: Demand very good; supply good; $49 bulk.

BREWERS' DRIED YEAST

Louisville: Demand fair; trend steady; supply ample; $159 ton, sacked.

Cincinnati: 8¢ lb., in carlots.

New York: 8¢ lb., in carlots.

New Orleans: 8¢ lb., in carlots.

Pittsburgh: 8¢ lb., in carlots.

San Francisco: Demand good; supply fair; 11½¢ lb.

Boston: Demand fair; supply good; 10¢ lb., f.o.b. brewery.

Milwaukee: Demand and supply fair; 10¢ lb. in carlots.

St. Louis: Demand slow; supply plentiful; 9¢ lb. in carlots, St. Louis.

Chicago: Demand fair; supply adequate; 11½¢ lb., carlots.

BUTTERMILK, CONDENSED

Los Angeles: Demand fair; trend steady; supply good; $5.20 cwt. in barrels; $5.70, 100-lb. kegs.

Louisville: Demand fair; trend steady; supply normal; $5.25 cwt.

San Francisco: Demand fair; supply good; $5.25 cwt.

Indianapolis: Demand fair; trend unchanged; supply ample; $4.20, 100-lb. bags; in barrels $4.95.

Philadelphia: Demand fair; supply ample; $4.50.

Ogden: Supply average; $5.50, 100-lb. drum.

Milwaukee: Demand and supply fair; 37% $5.75@6.25 cwt.

Minneapolis: Market steady; demand fair; supplies adequate; $4.50 cwt.

Buffalo: Demand fair; trend steady; supply ample; $4.95, f.o.b. eastern points.

Chicago: Demand fair; supply ample; $3.50@3.75.

CALCITE CRYSTALS AND FLOUR

Boston: Demand steady; supply ample; crystals $11.95, flour $9.95.

New York: Demand steady; supply ample; crystals $10.95, flour $8.95.

Buffalo: Demand steady; supply ample; crystals $11.55, flour $9.55.

Toledo: Demand steady; supply ample; crystals $12.95, flour $10.95.

CALCIUM CARBONATE

Los Angeles: Demand good; trend steady; supply ample; grits $11.20, meal or flour $8.60.

Minneapolis: Prices depend on potency of mix; KI .5 and 25-lb. $MnSO_4$ 100-lb. lots $14.80, plain calcium $9.50 ton; .5 KI $12.50.

Seattle: Demand steady; supply good; $12 ton, ex-warehouse, truck lots.

Portland: Demand good; supply ample; trend unchanged; $12.

New Orleans: Demand good; trend steady; supply adequate; $12 plain.

Denver: Demand slow; trend steady; supply sufficient; $12.

CHARCOAL

Los Angeles: Demand good; trend steady; supply ample; $60.

Kansas City: Demand good; supply adequate; $40@47.50, f.o.b. plant, depending on grade.

Portland: Demand good; supply ample; trend unchanged; $95.

San Francisco: Demand steady; supply ample; $59.50.

Boston: Demand and supply fair; $59.60@60, f.o.b. Pennsylvania.

New Orleans: Demand fair; trend steady; supply light; $79@80.

Chicago: Demand fair; supply ample; $66.

COCONUT MEAL

Seattle: Demand dull; supply limited; nominal $70, ex-dock for imported material, 30 to 45 day arrival.

Los Angeles: Demand very strong; trend upward; supply extremely scarce; $77.50@80 nominal.

Portland: Demand fair; trend higher; supply limited; $68.

San Francisco: Demand good; supply fair; $72.

Buffalo: Demand good; trend firm; supply limited; $60.50 bulk, Boston.

COD LIVER OIL (FORTIFIED)

New York: Demand fair; trend steady; supply ample; 400 D, 1,500 A 20@21¢; 400 D, 2,250 A 23@25¢; 800 D, 1,500 A 21@22¢; 800 D, 2,250 A 25@28½¢; 800 D, 3,000 A 30¢.

Boston: Demand fair; supply ample; 800 D, 2,250 A 26¢ lb.; 400 D, 1,500 A 21½¢; 400 D, 2,250 A 24½¢.

COLLOIDAL PHOSPHATE

Chicago: $22, carlots.
Kansas City: $21, carlots.
St. Louis: $20.50, carlots.
Des Moines: $22, carlots.
Philadelphia: $21, carlots.

CONDENSED FISH SOLUBLES

Boston: Demand steady; supply adequate; tank cars 5½¢ lb., drums 6½¢ lb.

CORN GERM MEAL

New Orleans: Demand good; trend steady; supply fair; $67.50@70.

St. Louis: Demand good; supply fair; $49 bulk.

Louisville: Demand slow; trend steady; supply light; $63 ton.

CORN GLUTEN FEED AND MEAL

(All quotations for all cities are sacked basis; bulk basis $5.50 less)

Minneapolis: Feed $58.65, meal $88.65.
Atlanta: Feed $65.94, meal $95.94.
Birmingham: Feed $63.49, meal $93.49.
Boston: Feed $62.98, meal $92.98.
Chicago: Feed $53.10, meal $87.50.
Cleveland: Feed $59.78, meal $89.78.
Denver: Feed $61.53, meal $91.53.
Ft. Worth: Feed $60.19, meal $90.19.
Indianapolis: Feed $57.52, meal $87.52.
Kansas City: Feed $53.50, meal $83.50.
Louisville: Feed $58.98, meal $88.98.
New Orleans: Feed $61.53, meal $91.53.
New York: Feed $62.98, meal $92.98.
Norfolk: Feed $61.95, meal $91.95.
Philadelphia: Feed $62.15, meal $92.15.
Pittsburgh: Feed $60.19, meal $90.19.
St. Louis: Feed $53.50, meal $83.50.

COTTONSEED OIL MEAL

Los Angeles: Demand very good; trend firm; supply of local production extremely scarce, outside offerings limited; $67.50@68.

Seattle: Demand steady; supply fair; 41% protein $82, delivered Seattle, carlots; $84 ton, ex-warehouse, truck lots.

Louisville: Demand fair; trend strong; supply ample; $83 ton.

Kansas City: Demand much improved; offerings fair; market bulled by adverse cotton crop report; Texas meal on a delivered, Kansas City basis $74, also $72 sacked, Memphis.

Ft. Worth: Demand active but mainly speculative; supply moderate; 41% prompt, f.o.b. Texas oil mills $65, Ft. Worth; $64@66 at interior central and north Texas and west Texas mills.

Portland: Demand good; trend steady; supply limited; 43% $64, f.o.b. San Joaquin Valley; 49% $70, f.o.b. Los Angeles.

Memphis: Demand fair; trend firm; supply adequate; prime 41% protein $72.

San Francisco: Demand good; supply fair; $66.

Indianapolis: Demand good; trend firm to higher; supply ample; 41% $80.

Boston: Demand and supply fair; $83.95.

Cincinnati: Demand good; trend higher; supply adequate; $79, in bags, f.o.b. Cincinnati.

Philadelphia: Demand slow; supply adequate; $85.

Ogden: Supply normal; 41% $70@80.

Denver: Demand excellent, supply tight; trend strong; $75.

Buffalo: Demand fair; trend steady; supply moderate; $85.30, Boston, northern routing.

New Orleans: Demand slow; trend steady; supply adequate; 41% $79.50@80.

Chicago: Demand fair; supply ample; $81.75.

Wichita: Demand good; supply sufficient; 41% $75.

D ACTIVATED ANIMAL STEROL, POWDERED

New York: Demand good; trend steady; supply not pressing; 12½@15¢.

Kansas City: Demand fair; supply ample; 13½@14¢ lb.

A AND D FEEDING OIL

New York: Demand more active; trend firm; supply ample; 400 D, 750 A 16@17½¢; 400 D, 1,500 A 19½@21½¢; 400 D, 2,250 A 24½@28¢; 400 D, 3,000 A 31½¢; 800 D, 1,500 A 23½¢; 800 D, 3,000 28½¢.

Boston: Demand light; supply good; 800 D, 1,500 A 22½¢ lb.; 400 D, 2,250 A 24¢; 400 D, 1,500 A 21¢; 400 D, 750 A 17¢.

Buffalo: Demand fair; trend easier; supply abundant; 400 D, 3,000 A 21¢ lb., delivered.

DEFLUORINATED PHOSPHATE

Wales, Tenn.: $47.
Columbus, Ga.: $47.
Tupelo, Miss.: $47.
Coronet, Fla.: $45.
New Orleans: Demand steady to strong; supply ample; trend firm; $52.
Seattle: Demand steady; supply ample; $48 ton, ex-warehouse, l.c.l.

DISTILLERS' DRIED GRAINS

Portland: Demand fair; trend lower; supply ample; solubles $87.50.
San Francisco: Demand fair; supply ample; solubles $90.
Louisville: Demand good; trend strong; supply light; light $55, dark $60, solubles $57.
Ft. Worth: Demand dull; supply sufficient; dark corn $62.60, delivered Ft. Worth.
New York: Demand good; trend higher; supply fair; solubles $86.60, grains $89.60.
Boston: Demand good; supply fair; light $63, dark $62.50.
Cincinnati: Demand fair; trend higher; supply limited; $59.50.
Philadelphia: Demand moderate; supply ample; $64.50.
Los Angeles: Demand improved; trend firm; supply ample; orange pulp $36, producers' plants, equivalent $37.50, delivered Los Angeles.
New Orleans: Demand slow; trend strong; supply ample; $55.50@62.50.

DRIED BEET PULP

Los Angeles: Demand good; trend firmer; supply ample; new crop packed in paper $37.75@38; burlap $42.25@42.50.
Seattle: Demand steady; supply ample; $49 ton, ex-warehouse, truck lots.
Portland: Demand slow; trend firm; supply limited; $54.
San Francisco: Demand good; supply ample; packed in burlap $41, in paper $38.
Boston: Demand poor; supply scarce; $60, nominal.
Ogden: Supply normal; $44@48.
Buffalo: Demand fair; trend firm; supply good; $60, Boston, within 30 days.
New Orleans: Demand fair; trend firm; supply scarce; $54@60.
Denver: No quotations available.

DRIED BUTTERMILK

Indianapolis: Demand good; trend unchanged; supply moderate; $10.50 cwt.
Los Angeles: Demand good; no offerings; no quotations.
Louisville: Demand fair; trend steady; supply ample; $180 ton, bulk.
Ft. Worth: Demand almost nil; supply limited; local and nearby production $9@10, f.o.b. Ft. Worth.
San Francisco: Demand fair; supply ample; $9.50 cwt.
Boston: Demand and supply steady; 9@9½¢ lb.
Ogden: Supply average; $8.50, 100-lb. bag.
Minneapolis: Market steady; demand fair; supplies limited; $8.25@8.50 cwt.
Buffalo: Demand fair; trend steady; supply ample; $9 cwt., eastern points.
New Orleans: Demand slow; trend steady; supply adequate; $9.50@10 cwt.
Wichita: Demand fair; supply ample; $9.50 cwt.
Chicago: Demand poor; supply light; $8.50@8.75.

DRIED CITRUS PULP

Ft. Worth: Demand limited; supply moderate; $45@46, citrus meal $47@48, f.o.b. Rio Grande Valley points.
San Francisco: Demand fair; supply ample; meal $26.
Buffalo: Demand and supply scarce; trend firm; citrus pulp $52.60, Boston; citrus meal $47.60, Boston.
New Orleans: Demand slow; trend firm; supply scarce; $45@48, f.o.b. shipping points.

DRIED SKIM MILK

Los Angeles: Demand good; trend steady; supply adequate; $8.75 cwt., in 15,000-lb. lots; $9 l.c.l.
Seattle: Demand fair; supply good; $10 cwt., ex-warehouse, l.c.l.
Louisville: Demand fair; trend steady; supply ample; $180 ton, bulk.
Portland: Demand good; trend lower; supply ample; $9.75.
San Francisco: Demand fair; supply ample; $9.75 cwt.
Boston: Demand poor; supply heavy; 9@9½¢ lb.
Philadelphia: Demand fair; supply ample; $10.25.
Minneapolis: Market steady; demand fair; supplies limited; $8.75@9 cwt.
Buffalo: Demand fair; trend steady; supply ample; $9.75 cwt., delivered Buffalo and New York points.
New Orleans: Demand fair; trend steady; supply adequate; $10@10.25 cwt.
Chicago: Demand poor; supply light; $8.75@9.
Minneapolis: Market steady; demand fair; supply ample; $8.50 cwt.

DRIED WHEY

Los Angeles: Demand fair; trend steady; supply ample; $6.75 cwt.
Seattle: Demand steady; supply ample; $7.50 cwt., ex-warehouse, l.c.l.
Kansas City: Demand fair to good; supply ample; $6.50 for either straight grade or fortified; l.c.l. 25¢ cwt. higher.
Ft. Worth: Demand good; supply adequate; carlots, $6.50 cwt., sacked, delivered Ft. Worth or any Texas point; $6.65 l.c.l. out of warehouse, Ft. Worth.
Portland: Demand good; trend lower; supply ample; $6.75.
Boston: Demand steady; supply fair; 6¾@7¢ lb.
Philadelphia: Demand fair; supply ample; $7.25.
Ogden: Supply average; $7.50, 100-lb. bag.
Buffalo: Demand light; trend steady; supply fair; $7 cwt., eastern points.
New Orleans: Demand fair; trend lower; supply ample; $6.75@7.25 cwt.
Denver: $6.75 cwt.

FISH MEAL

Ogden: Supply average; $2.85 unit, f.o.b., Coast 65% $225@230.
Boston: Demand good; supply ample; $1.85 protein unit; ton $115.
San Francisco: Demand good; supply fair; sardine meal $2.35 unit of protein; tuna meal $2.30 unit of protein.
Portland: Demand good; trend steady; supply scarce; $2.10, f.o.b. Vancouver.
Ft. Worth: Demand good; supply limited; 60% menhaden $136@137, delivered Texas common points. July shipment.
Louisville: Demand fair; trend easy; supply normal; $137 ton.
Seattle: Demand fair; supply good; $2.10 unit protein, f.o.b. car Seattle, carlots, for Alaska herring meal.
Los Angeles: Demand improved; trend upward; supply adequate; tuna $2.25 unit of protein; sardine $2.30@2.35.
Chicago: Demand fair; trend strong; supply light; 60% protein $125 ton, f.o.b. East Coast; 60 to 65% protein $2.35 a unit, nominal, f.o.b. California; 70% protein $2.15 a unit, nominal, f.o.b. Vancouver.
New Orleans: Demand fair; trend steady; supply ample; $144@150.
Minneapolis: With West Coast herring production sold up, offerings were limited to East Coast meal supplies at $2.15 a unit of protein. East Coast, about 35¢ a unit above final herring meal quotations.

HAY

Los Angeles: Demand strong for high quality which is in limited supply, and slow for poor grades; trend firmer; baled alfalfa, U.S. No. 1 $24.50@25.50; U.S. No. 2 leafy $23@24; U.S. No. 2 green $21.50@22.50; U.S. No. 2 $20@21; No. 1 barley hay $25@26; No. 1 oat hay $26@27.

Seattle: Demand steady; supply ample; baled alfalfa $34, delivered truck lots, western Washington common points for U.S. No. 2 green.

Louisville: Demand fair; trend stronger; supply light; all new hay now and scarce and high; mixed timothy and clover, No. 1 $32, No. 2 $30; timothy, No. 1 $34, No. 2 $28; local alfalfa $26; western alfalfa $46.50; straw $16@17.

Ft. Worth: Demand slow; supply sufficient; carlots, prairie, No. 1 $20@22, No. 2 $18@20; Johnson grass, No. 1 $22@24, No. 2 $20@22, delivered TCP; carlots, baled No. 1 alfalfa, Oklahoma-Texas origin $32@35, No. 2 alfalfa $29@32, delivered TCP.

New York: Demand active for old crop; trend firm; supply small; timothy, No. 1 $44@45, No. 2 $32@40; new crop $23@27, mixed grades, field baled.

Boston: Demand improved; supply irregular; No. 2 timothy $37@40.

Philadelphia: Demand average; supply adequate; timothy and clover $36@38.

Ogden: Supply normal; $1.10 bale; $20@23 ton, baled, in barn.

New Orleans: Demand slow; trend weaker; supply sufficient; timothy $36@40, baled alfalfa $34@35, prairie $22@24.

Wichita: Demand fair; supply sufficient; prairie $13@18, alfalfa $22@27.

HOMINY FEED

Louisville: Demand good; trend strong; supply light; $58 ton.

Memphis: Demand good; trend steady; supply limited, yellow $68.50, white $67.

Indianapolis: Demand good; trend firm to higher; supply moderate; $59 ton, delivered Indianapolis, including state tags and used bags; ground corn $62.

Boston: Demand fair; supply short; $65.

Cincinnati: Demand good; trend higher; supply adequate; $59.50@60 sacked, f.o.b. Cincinnati.

Buffalo: Demand fair; trend easier; supply scarce; $60 bulk, $65.50 sacked, Boston.

New Orleans: Demand slow; trend firm; supply ample; white or yellow $62.50@63.50.

Chicago: Demand good, supply adequate; $52.50@58.50.

LINSEED OIL MEAL

Philadelphia: Demand spotty; supply fair; $76.

Cincinnati: Demand good; trend higher; supply fair; 34% old process $78.

Boston: Demand steady; supply good; $73.80 bulk.

Indianapolis: Demand good; trend firm; to higher; supply ample; 34% $79.

San Francisco: Demand fair; supply limited; $75.

Portland: Demand good; trend higher; supply limited; $70, Los Angeles; $84, Texas production, delivered Coast.

Ft. Worth: Demand limited; supply sufficient; 34% new crop Texas origin, July shipment $65.56, August $66.56 delivered Ft. Worth.

Kansas City: Market steady; demand fair to good; Texas meal delivered Kansas City, $73; 36% is $62.50 bulk, Minneapolis and 34% $64 bulk, Minneapolis.

Louisville: Demand slow; trend strong; supply light; $85 ton.

Seattle: Demand slow; supply tight; $86 delivered for 34% protein, carlots.

Los Angeles: Demand good, trend firmer; supply ample; $69@70.

Chicago: Demand fair; supply ample; 36% $72, 34% $73.

Denver: Demand excellent; trend strong; supply limited; $80.

Wichita: Demand fair; supply adequate; 34% $78.

New Orleans: Demand fair; trend steady; supply adequate; 34% or better $62.50@63.

Buffalo: Demand good; trend easier; supply scarce; $73.50 quick or July, f.o.b. Buffalo, sacked.

Minneapolis: Price advances in other oil seed meals created further interest in linseed oil meal, giving prices another boost. Both feed manufacturers and country dealers were active buyers. Quotations: 34% $64.50@65, 36% $62.50@63 bulk, Minneapolis.

MALT SPROUTS

Los Angeles: Demand fair; trend steady; supply ample; $68.

Buffalo: Demand fair; trend easier; supply ample; No. 1 $58.50, No. 2 $48.50, both f.o.b. Boston.

New Orleans: Demand fair; trend easier; supply sufficient; $60@65.

St. Louis: Demand and supply good; $45 sacked.

Chicago: Demand fair; supply light; $42.50@45.

Boston: Demand fair; supply adequate; No. 1 $47@49.

MEAT SCRAPS

Seattle: Demand slow; supply ample; $2.20 a unit, f.o.b. producer's plant, l.c.l.; $2.16 a unit, delivered Seattle, carlots.

Louisville: Demand good; trend strong; supply light; $120 ton, bulk.

Kansas City: Demand good; market tight; offerings limited; 50% meat and bone scraps $120@125 sacked, Kansas City.

Ft. Worth: Demand good; supply light; meat and bone, 50% $105@110, f.o.b. Ft. Worth.

Milwaukee: Demand and supply fair; 50% $118.

Buffalo: Demand excellent; trend strong; supply fair; 50% bulk $110, sacked $112.50, Buffalo.

New Orleans: Demand slow; trend stronger; supply adequate; 50% $120@125.

St. Louis: Demand good; supply adequate; 50% $115 bulk.

Wichita: Demand good; supply sufficient; 50% $120, f.o.b. plant; 55% no quotations, no offerings.

Chicago: Demand good; supply light; 50% protein $113@123.

St. Paul: 55% meat and meat scraps $120 bulk.

Portland: Demand good; trend firm; supply ample; $2.20 a unit.

San Francisco: Demand good; supply fair; $115 for 50% protein.

New York: Demand good; trend sharply higher; supply of 50% very short; 55% $117, 50% $107.50.

Boston: Demand poor; supply plentiful; $1.70 a unit; converted $97.50 ton.

Cincinnati: Demand good; trend strong; supply fair; 50% $115 ton, sacked, f.o.b. Cincinnati.

MILLET

St. Louis: Demand limited; supply scarce; hog, country run $2.70 cwt., bulk, in carlots, St. Louis; Early Fortune $2.70 cwt., bulk, carlots, St. Louis.

MILLFEED

Minneapolis: Bran prices advanced $5@6.50 during the past week, middlings are up about $4.50 and red dog is quoted $3@5 higher, with supplies of the latter especially scarce. Reduced mill operations has cut millfeed supplies while buyers are active in the market. Quotations: bran $53.50@55, standard midds. $63.50@64.50, flour midds. $65@66, red dog $67@68.

Wichita: Demand good; supply insufficient, due to low operating time of mills and heavy buying of bran by Department of Agriculture; basis Kansas City, July 11: bran $53, shorts $62; both bran and shorts advanced $5@5.50 ton, compared with the preceding week.

Ft. Worth: Demand good; supply very light, market strong; carlots prompt, wheat bran $59, gray shorts $69, delivered TCP; $5 higher on both bran and shorts, compared with a week previous.

Chicago: Demand good; trend strong; supply light; bran $58@59.50, standard midds. $67@68, flour midds. $68@69, red dog $69.50@70.50.

Milwaukee: Demand slow; supply fair; bran $56.50@57, middlings $66@66.50.

Indianapolis: Demand good; trend firm to higher; supply ample; soft winter wheat bran $58, mixed feed $64, gray shorts $69; all sacked; no red dog offered.

St. Louis: Demand good; supply fair; bran $57@57.50, shorts $66.50@67, spot delivered St. Louis switching limits.

Buffalo: Demand good; trend higher; supply light; bran $55.75, standard midds. $67.75, flour midds. $70.75, red dog $75.50.

Philadelphia: Demand irregular; supply moderate; bran $65, standard midds. $73, red dog $37.

New York: Demand improved for nearby shipment; trend higher; supply sufficient; bran, July $64.26, gray shorts, July $76.

Boston: Demand fair; supply adequate; spring bran $60, middlings $69@70.

Cincinnati: Demand good; trend higher; supply fair; bran $60@61, middlings $70@71.

New Orleans: Demand good; trend stronger; supply limited; bran $61, shorts $71@71.50.

Memphis: Demand quiet; trend firm; supply fair; wheat bran $55, standard midds. $65, gray shorts $65.

Louisville: Demand good; trend strong; supply light; bran $64, mixed feed $69, middlings $74.

Los Angeles: Demand steady; supply ample; trend steady; standard mill run $65.

Portland: Demand good; trend firm; supply ample; June $53, middlings $59.

San Francisco: Demand and supply fair; $62.50.

Ogden: Supply normal; to Utah and Idaho dealers: red bran and mill run, blended, white $57, middlings $60; to Denver: red bran and mill run $64, middlings $67; to California: red bran and mill run $64.50, middlings $67.50, carlots, f.o.b. San Francisco and Los Angeles.

MINERAL FEED

Los Angeles: Demand fair; trend steady; supply ample; $76, all-purpose with iodine.

Seattle: Demand fair; supply excellent; $54, ex-warehouse for high phosphorus mixtures, l.c.l.; $58 for competitive brands, ex-warehouse, l.c.l.

Kansas City: Demand fair; all-purpose with iodine $72.50 sacked, Kansas City; 50-lb. blocks packed in individual cartons $80.

Milwaukee: Demand and supply good; $70; 50-lb. blocks $2.15.

Wichita: Demand good; supply sufficient; all-purpose with iodine, 50-lb. blocks $80, 100-lb. bags $72.50, f.o.b. plant.

St. Paul: $70.

Ft. Worth: Mineral supplement, 20% calcium, 4¼% phosphorus $75@80; mineral blocks 50-lb. each, 21% calcium, 4% phosphorus, 17½% salt $2.35@2.45 block, f.o.b. Ft. Worth.

Portland: Demand good; trend unchanged; supply ample; $40@50.

San Francisco: Demand steady; supply good; all-purpose with iodine $65.

Indianapolis: Demand good; trend ample; supply unchanged; mineral feed with iodine $49; 5-ton lots $48, 10-ton lots $47, f.o.b. Indianapolis.

MOLASSES

Los Angeles: Demand very good; trend upward; supply ample; $22 ton, carlots, Los Angeles harbor; $22.25 tank trucks, 5 tons or more; $22.50 less than 5-ton lots.

Seattle: Demand good; supply ample; $22 ton, in tank cars; $8.50, 400-lb. drum.

Louisville: Demand fair; trend strong; supply ample; 12½¢ gal., tank cars, Gulf ports.

Kansas City: Demand good; offerings fair; market stronger; 12½@13¢ gal., New Orleans.

Buffalo: Demand good; trend steady; supply light; $22.25 ton, f.o.b. Albany.

Minneapolis: Market firm; demand good; supplies limited; July 12½¢ gal., f.o.b. New Orleans; August 14½¢ gal.

New Orleans: Demand fair; trend steady; supply adequate; 12½¢ gal., tank cars, f.o.b. New Orleans.

Denver: Trend strong; supply available; $2.15 cwt.

Ft. Worth: Demand good; supply moderate; blackstrap 12½¢ gal., f.o.b. Texas Gulf ports; $19.82 ton, delivered Ft. Worth, prompt; prices guaranteed against market decline to date of shipment; blackstrap 12¢ gal., f.o.b. New Orleans.

Portland: Demand good; trend higher; supply ample; $22 ton, tank cars.

Memphis: Demand good; trend higher; supply limited; blackstrap 12½¢ gal., tank cars, f.o.b. New Orleans.

San Francisco: Demand good; supply fair; $20 ton, f.o.b. cars Richmond, Cal.

New York: Demand excellent; trend higher; supply very scarce; blackstrap in tank cars 13¢ gal.

Indianapolis: Demand good; trend unchanged; supply ample, 55-gal. drum $15, including drum; bulk, 55 gal. $11, ton $37, barrels extra.

Boston: Demand and supply fair; 13@13½¢ gal.

Cincinnati: Demand fair; trend higher; supply adequate; 13¢ gal., f.o.b. New Orleans.

NIACIN

New York: Trend steady; supply not heavy; $6 kilo.

OAT PRODUCTS

Louisville: Demand fair; trend stronger; supply ample; reground $18 ton; rolled oats, groats and feeding oatmeal $116 ton; fine ground $85, pulverized $65.

Ft. Worth: Demand fair; supply sufficient; carlots, No. 2 white oats $1.04@1.04½ bu., bulk, delivered Ft. Worth; Texas No. 2 red 90@95¢, delivered TCP.

Portland: Demand good; trend higher; supply limited; white rolled $71, ground $68, cleaned $71.

Minneapolis: Prices were reduced substantially as the shipping bottleneck at Minneapolis was broken with the ending of the rail strike and oats futures and premiums tumbled. Poultry rolled oats were cut $10 to $94 ton, and standard pulverized $5 to $84 ton. Oat processors report good business, partly due to pent-up demand which could not be met during the shipping tie-up.

Buffalo: Demand fair; trend steady; supply moderate; pulverized white oats $64.82; oat feed $36.18, Boston.

New Orleans: Demand quiet; trend steady; supply ample; pulverized white oats $64@68.50, mixed feed oats $60.

St. Louis: Demand fair; supply ample; reground oat feed $75, 5% protein $1 higher; pulverized white oats $55.

Chicago: Demand light; supply ample; reground oat feed $56, fine ground feeding oatmeal $65@66, feeding rolled oats $99.

Memphis: Demand good; trend firm; supply limited; 5½% protein reground oat feed $56.

Indianapolis: Demand fair; trend steady to higher; supply light; pulverized oats $59, crimped oats $81, steel-cut oats $105.

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July 1 Crop Estimates of USDA

The Crop Reporting Board of the Bureau of Agricultural Economics makes the following report for the U.S. from data furnished by crop correspondents, field statisticians and cooperating state agencies:

Crop—	Yield per acre: Average 1939-48	1949	Indicated July 1, 1950	Total production (in 1,000s): Average 1939-48	1949	Indicated June 1, 1950	Indicated July 1, 1950
Corn, all, bu.	32.9	38.9	36.2	2,960,932	3,377,790	......	3,175,602
Wheat, all, bu.	17.0	14.9	15.8	1,031,312	1,146,463	944,814	956,586
Winter, bu.	17.5	16.3	16.7	758,821	901,666	710,154	720,545
All spring, bu.	15.7	11.5	13.6	272,491	244,795	*234,250	236,041
Durum, bu.	14.8	11.0	11.3	36,753	38,864	......	30,633
Other spring, bu.	15.9	11.6	14.0	235,738	205,931	......	205,408
Oats, bu.	32.8	33.4	32.6	1,274,474	1,322,924	*1,380,032	1,394,772
Barley, bu.	24.2	24.1	23.6	310,668	238,104	*278,536	264,720
Rye, bu.	12.0	12.0	11.8	32,155	18,697	22,446	21,891
Flaxseed, bu.	9.5	8.9	7.8	34,752	43,664	......	29,338
Hay, all, ton	1.35	1.36	1.37	100,344	99,305	......	103,498
Hay, wild, ton	.89	.82	.82	12,064	13,296	......	12,166
Hay, alfalfa, ton	2.20	2.23	2.16	32,775	38,546	......	39,376
Hay, clover and timothy,† ton	1.36	1.28	1.35	29,834	24,657	......	28,580
Hay, lespedeza, ton	1.06	1.22	1.09	6,465	8,571	......	7,657

*Based largely on prospective planted acreage reported in March. †Excludes sweet clover and lespedeza.

Grain Stocks on Farms July 1

Crop—	Average 1939-48 %‡	Average 1939-48 1,000 bu.	1949 %‡	1949 1,000 bu.	1950 %‡	1950 1,000 bu.
Corn for grain	27.5	686,376	36.9	1,255,166	34.0	1,058,468
Oats	16.7	207,382	18.1	270,501	14.4	190,855
Wheat (old crop)	10.3	97,448	6.1	67,172	6.6	64,660
Barley	¶15.6	¶49,365	18.8	59,308	13.1	31,306
Rye	¶17.9	¶6,898	12.5	3,313	10.6	1,973
Soybeans	¶4.3	¶8,240	4.3	9,505	3.1	6,832

‡Per cent of previous year's crop. ¶Short-time average.

oat groats $102, fine ground oatmeal $100, rolled oats $106, whole ground oats $59, recleaned No. 2 white oats $1 bu., sacks extra.

Boston: Demand fair; supply light; white pulverized $65.69, reground oat feed $28.50.

Philadelphia: Demand quiet; supply adequate; pulverized white $63, Canadian reground $35, domestic $35.

OYSTER SHELL

Los Angeles: Demand steady; supply ample; eastern $24.03 packed in burlap; local $11@14.

Seattle: Demand fair; supply ample; western $24, eastern $27, both ex-warehouse, l.c.l.

Louisville: Demand fair; trend steady; supply ample; $19 ton.

Portland: Demand good; trend unchanged; supply ample; western shell $26, granite grits $23, crystal grits $21, western shell flour $20, eastern shell flour $26.

Buffalo: Demand fair; trend steady; supply moderate; $20.50 delivered, Buffalo.

New Orleans: Demand fair; trend steady; supply ample; $11@11.50.

Denver: Demand slow; trend steady; supply sufficient; $24.

San Francisco: Demand fair; supply ample; local $11, eastern $21.65.

Boston: Demand fair; supply ample; paper $19.27, cloth $20.77.

PEANUT OIL MEAL

New Orleans: Demand spotty; supply light; trend steady; 45% $73.50@74.

PEAT MOSS

Seattle: Demand slow; supply ample; $2.55 bale, ex-warehouse, either horticultural or litter.

Portland: Demand good; trend unchanged; supply ample; $2.70.

San Francisco: Demand and supply good; $2.90 bale.

New Orleans: Demand fair; trend firm; supply adequate; European, 175-lb. bales $4.50@4.60.

Chicago: Demand light; supply ample; poultry moss $2.60@2.70; horticultural $3.15.

New York: Demand good; trend firm; supply fair; Canadian $2.60@3, imported $2.30@2.40, f.o.b. port.

Boston: Demand fair; supply steady; carlots $2.65@2.75, l.c.l. $3@3.10.

Philadelphia: Demand steady; supply ample; 110-lb. bale $2.60.

Los Angeles: Demand steady; supply ample; Canadian $2.93 bale, carlots.

POTASSIUM IODIDE, U. S.P.

St. Louis: Demand and supply good; 100% pure potassium iodide, U.S.P., 100-lb. lots $1.97 lb. in fiber drum, 25-lb. lots $1.98 in fiber drum, 5-lb. lots $2.05 lb. in bottles; 90% potassium iodide calcium stearate mixture, 225-lb. lots $1.86 in leverpak drum; 100-lb. lots $1.88 in fiber drum, f.o.b. shipping points.

New York: 200-lb. lots $1.95, 100-lb. lots $1.97, 25-lb. lots $1.98; potassium chalk mixture, 100-lb. lots $1.88, 25-lb. lots $1.89.

RICE BY-PRODUCTS

San Francisco: Demand good; supply fair; bran $51, polish $63.

Memphis: Demand good; trend firm; supply very limited; bran $48, f.o.b. Arkansas points.

New Orleans: Demand fair; trend steady; supply limited; bran $41@43.

Houston: Rice bran, supply exhausted, no offerings; ground rice hulls $7@7.50, f.o.b. south Texas mills.

Ft. Worth: Demand fair; supply limited; rice bran $42@43, hulls $3@4, f.o.b. south Texas rice mills, immediate or prompt shipment.

RIBOFLAVIN

New York: Trend firm; supply adequate; 12½¢ gm. equivalent, freight allowed.

Terre Haute: Demand and supply good; 12½¢ per gram of contained riboflavin, f.o.b. Terre Haute, for 8,000 and 16,000 potency dried fermentation solubles.

SESAME MEAL

San Francisco: Demand good; supply ample; $102.

Los Angeles: Demand good; supply adequate; $100@102, delivered sacked.

SORGHUMS

Ft. Worth: Demand fair; supply adequate; harvest about over in costal bend; carlots, bulk, No. 2 yellow milo $2.20@2.25, delivered TCP.

Buffalo: Demand and supply fair; trend steady; milo $3.03, Boston.

SCREENINGS

New Orleans: Demand fair; trend weaker; supply ample; $30@31 heavy grains.

Minneapolis: Prices are firm, with demand good and supplies somewhat limited; quotations: dust $15@20, mediums $20@30, heavies $30@40; Canadian refuse screenings $23 bulk, Duluth; Canadian ground screenings $31 sacked, Minneapolis.

Chicago: Demand good; supply light; ground grain screenings $29@30, nominal; Canadian refuse screenings $26.

SOYBEAN OIL MEAL

Kansas City: Demand fair to good; spot market very firm; offerings limited; $84@85 bulk, Decatur, for shipments into this area.

Louisville: Demand fair; trend steady; supply ample; $98 ton.

Ft. Worth: Demand slightly improved; supply sufficient; 41% and/or 44% August-September $104.63@105.63, October-December $79.63, delivered Ft. Worth.

Portland: Demand slower; trend erratic; supply limited; July $83, f.o.b. Decatur.

Memphis: Demand fair; supply plentiful; trend very strong; soybean oil meal advanced around $8 ton during the week; prime, 41% protein old process meal quoted at $94, sacked, f.o.b. Memphis.

San Francisco: Demand fair; supply ample; $111.01 ton.

Indianapolis: Demand fair; trend higher; supply ample; 44% $87.

Boston: Demand fair; supply adequate; $97.

Minneapolis: Concern over the availability of sufficient supplies before the new crop comes to market and the generally bullish situation caused by the Korean war pushed meal quotations up $1.50@2 ton. Quotations: $83.50@84 bulk, Decatur.

New Orleans: Demand fair; trend very strong; supply ample; 41% $102@103.50.

Buffalo: Demand fair; trend steady; supply low; bulk, basis, 41% $87, 44% $85.50, quick; 41% $87, 44% $85.50, August, Decatur, Ill., basis.

Wichita: Demand light; supply ample; $102, f.o.b. Wichita for immediate delivery; prices advanced $6 ton over preceding week.

Decatur: Demand fair; supply ample; 41% protein $86@87, bulk; 44% $88.50@87, bulk.

Chicago: Demand fair; supply ample; 41% protein $92.50@93, bulk; 44% $92@93, bulk.

Cincinnati: Demand very good; trend higher; supply adequate; $85@86 bulk, Decatur.

Philadelphia: Demand slow; supply moderate; $103.

Ogden: Supply average; $100@105.

Seattle: Demand slow; supply ample; $114 ton, delivered carlots, August and September shipment.

Los Angeles: Demand good; trend steady; supply ample; prompt $85.50@86; July $85.50; August $85; September $84.50 bulk, Decatur.

Denver: Demand good; trend strong; 44% $110.

SUNFLOWER SEED

St. Louis: Demand fair; supply plentiful; hybrid variety (small seeded) $9, local grown poultry grade $10, both cwt., sacked, f.o.b. St. Louis, ton lots, carlots available; parrot sunflower seed, large black $15.50 cwt., St. Louis; large gray $15.50 cwt., St. Louis.

TANKAGE

San Francisco: Demand and supply fair; $97.50.

Ft. Worth: Demand fair; supply sufficient; 60% digester $110@115 ton, f.o.b. Ft. Worth.

Kansas City: Demand good; offerings limited; 60% digester tankage $120 sacked, Kansas City.

Chicago: Demand good; supply light; 60% digester $113@115.

St. Paul: 60% digester $117.50 bulk.

Wichita: Demand good; supply sufficient; 60% $120, f.o.b. plant.

St. Louis: Demand good; supply limited; 60% $110 bulk.

New Orleans: Demand fair; trend steady; supply ample; 60% $120@125.

Milwaukee: Demand and supply fair; 60% $115.

Crop Report

(Continued from page 4)

purchase agreements are still on farms.

Disappearance from farms during April-June, 1950, amounted to 576 million bushels, which is 33 million above a year earlier and 78 million above average. With the number of grain-consuming animal units considerably above recent years, feeding of corn has been heavy during recent months.

About 89% of the country's total stocks were in the important north central states, where 940 million bushels of corn were held on farms on July 1. This was 158 million bushels below last year's record stocks in this region but was 362 million above the average stocks of 578 million bushels for July 1.

Indications are that the 1950 oats crop will be the fourth largest since 1925, exceeded only by the record crop of 1,536 million bushels in 1945 and the near record crops in 1946 and 1948. Compared with last year, production is expected to be 19% larger for the north Atlantic states and 5% greater for the north central region, although within this latter group of states prospects in Ohio, Indiana, Illinois, Michigan and Minnesota are below last year. Growing conditions this year have been less favorable and per acre yields are expected to be lower than a year ago in most of these states. However, for the country as a whole the average yield per acre is the same.

Plantings Up Generally

The area seeded to winter and spring oats for harvest in 1950 is estimated at 47,058,000 acres,. 6% more than last year and 10% larger than average. All important producing states have increased plantings compared with last year, except the states of Pennsylvania, Ohio, Indiana, Michigan and Wisconsin. Increases are especially large in most of the Great Plains states, even though in Montana and North Dakota the acreage actually seeded is considerably less than indicated in March.

Stocks of old oats remaining on farms July 1, 1950, totaled 190,855,000 bu. This compares with last year's near record stocks of 270,501,000 bu. and the average of 207,382,000. The smallest July 1 stocks since 1940 were held in 1948, when 169,707,000 bu. were on farms. Disappearance for the April-June, 1950, period was 290,361,000 bu., only 6% below the record high disappearance for the comparable three months last year.

Oats stocks are below a year ago in all regions except the south central and West, where relatively few oats are grown. In the important north central states, stocks are 77,706,000 bu. below July 1 last year.

Barley Below Average

The prospective 1950 barley crop of 265 million bushels compares with 238 million bushels last year and the average of 311 million. The increase over last year is due to increased acreages because the indicated yield per acre, 23.6 bushels, is one half bushel below last year and the average. The crop is somewhat later than last year.

July 1 stocks of old barley on farms are estimated at 31 million bushels, compared with 59 million bushels last year and the July 1 average of 49 million. These low stocks are the result of the small 1949 production of 238 million bushels, the smallest since 1937. The three states of North Dakota, South Dakota and Colorado accounted for 57% of the July 1 stocks on farms for the entire country.

Farm disappearance during the April-June, 1950, period amounted to 39 million bushels, the smallest since 1947 for these months.

Production of rye, estimated at 21.9 million bushels, is 17% larger than the 18.7 million bushels harvested in 1949 but almost one third smaller than the 10-year average of 32.2 million bushels.

Farm stocks of rye on July 1 are estimated at only 1,973,000 bu. These stocks are 40% smaller than the July 1, 1949, stocks of 3,313,000 bu. and only 29% of the 1940-48 average of 6,898,000 bu. About 45% of the current total was on farms in North Dakota and South Dakota, while the four states of Minnesota, Wisconsin, Michigan and Nebraska accounted for another 38%.

The production of flaxseed in 1950 is estimated at 29,338,000 bu., about 14 million bushels less than last year's comparatively large crop and 25 million less than the record crop of 54,529,000 bu. in 1948. This year's crop is somewhat below average. Even so, production in 1950 is expected to be larger than in any year prior to 1940, except for 1902 and 1924. In recent years, a smaller crop than now in prospect for 1950 was harvested in 1946 and 1944 when production totaled 22.6 and 21.7 million bushels, respectively. Production is smaller than last year in all producing states except Montana. A decline of 12% is indicated for North Dakota, the leading state, while Minnesota, second in importance, expects a decline of 39%.

Land Diverted

The bumper soybean acreage results largely from land diverted from crops under acreage allotments, especially corn and cotton. Also, as soybeans can be planted later than most spring planted crops, they were used to take the place of oats and other crops which could not be planted because of poor planting weather in some areas. The relatively sharp rise in the price of soybeans during recent months provided additional incentive to increase acreage.

Planting of soybeans was delayed in some areas because of cold, wet weather but in general the crop was planted under favorable conditions. More than the usual acreage of soybeans was planted ahead of corn this year as corn planting in some areas was delayed until the corn borer free date. Planting was practically completed by July 1 except in a few scattered localities. Earlier plantings were up to a good stand and made good progress with favorable June weather.

All states in the heavy producing north central area indicate substantial increases over a year ago. The sharpest percentage increases are in the states of the northern and western perimeter of the main soybean area. Increases there ranged from 50% in Minnesota to 100% in the Dakotas and Nebraska. Illinois, the major producing state, expects a 21% increase over last year, while Indiana, the second largest producer last year, expects a 14% increase. In Iowa, where the 1949 acreage was below average, an increase of 41% is expected.

Stocks Smaller

July 1, 1950, stocks of soybeans on farms are estimated to be 6.8 million bushels. This is 2.7 million bushels less than the amount on farms for the same date last year but is moderately higher than the July 1 stocks for other recent years. Current holdings on farms represent a small marketable surplus now that planting is virtually complete. Stocks on hand July 1 are largely concentrated in the six Corn Belt states of Ohio, Indiana, Illinois, Minnesota, Iowa and Missouri. Illinois alone accounts for over a third of the total farm stocks in the U.S.

Disappearance from farms for the period April 1 to July 1 has been relatively heavy. The 37 million bushels disappearance is less than for the comparable period last year but with that exception is the highest since 1943. Soybeans for seed accounted for a large part of the disappearance. Approximately 19 million bushels of soybeans were needed to plant the 1950 crop.

The planted acreage of all sorghums for grain, forage, silage and syrup is estimated at 15,709,000 acres—an increase of about 34% from the 11,754,000 acres planted in 1949, and the largest acreage devoted to the crop since 1945. The estimated planted acreage this year, however, is somewhat below acreage planted during the war years and is nearly 6% below the average of 16,635,000 acres.

Changes in Trade Rules Proposed for Grain, Feed Dealers Group

ST. LOUIS—A number of changes in the trade rules of the Grain & Feed Dealers National Assn. have been proposed for consideration by the membership at the organization's convention in Kansas City Sept. 25-26.

Members have been asked to study the proposals and report to the association's headquarters their approval or objections so that the comments may be passed on to members of the trade rules committee. Members will be notified at least 30 days before the convention of the final wording of the proposed changes, to be worked out after committee members have an opportunity to study the comments of members.

The trade rules committee, in collaboration with members of the grain rules and feed rules committees and the committee on arbitration appeals has submitted the following suggested changes:

Grain Trade Rules

Rule 5—Time of Shipment or Delivery: Strike paragraph 3 and substitute therefor: "Grain to apply on a sale for shipment must be actually loaded and billed within the life of the contract, and this must be evidenced by a bill of lading properly executed and signed by an authorized agent of the carrier, showing such date as will conform to the specifications on the contract."

Rule 10—Incomplete Shipments: New Paragraph 3: "A contract shall remain in effect for both buyer and seller until one or the other shall give due notice in regard to its fulfillment as stated in the foregoing paragraphs."

Rule 18—Definition of Arrival: Strike subsection (b) and substitute therefor: "At other points, the first 7 o'clock a.m. after the car is placed or made available for inspection. This to exclude Saturdays, Sundays or legal holidays."

Rule 22—Weights and Inspection of Grain Sold Destination Terms: The title of this rule to be "Weights and Inspection." New subsection (a): "On grain sold basis official weights, it shall be the duty of the seller to furnish a certificate of weight signed by an official weighmaster or deputy weighmaster. Such certificate shall be attached to draft and invoice, or shall be mailed direct to the buyer within three days from the time the car is shipped. In the event that the seller does not furnish such certificate, the buyer shall have the right to make settlement on destination weights which shall be official, if possible, but if not, then on a basis of destination or track scale weights as outlined in subsection (b) hereof, and shall promptly furnish the seller with such returns." Present subsections (a) (b) (c) and (d) shall be reidentified as subsections (b) (c) (d) and (e). New subsection (b)—In the last sentence of this subsection strike the words "With seller's consent."

Rule 31—Bills of Lading: Rewrite as follows: "Bills of lading attached to draft shall be original and negotiable, and in conformity with the specifications of the contract on which shipment is to apply. They must be properly executed and signed by an authorized agent of the carrier within the life of the contract. Any loss resulting from irregular or incorrect bills of lading shall be paid by the seller."

Feed Trade Rules

Rule 10 — Evidence of Shipping Date: Rewrite as follows: "(a) On carload shipments, the date shown by the agent's signature on a properly executed and signed bill of lading shall be the governing factor as to date of shipment, unless conclusive evidence to the contrary can be shown.

"(b) On truckloads, dray tickets or properly signed receipts by the truck transportation company shall be accepted as evidence of the date of shipment.

"(c) In terminal markets, where the loading is made on a railroad line other than the one which will perform the road haul, and line haul carrier will not sign lading until the car is received at its rails, a switching order carrying full shipping instructions, given to and duly signed and dated by the authorized agent of the carrier on whose line the car is loaded, shall be evidence that the car is loaded within the life of the contract."

Rule 13—Condition Guaranteed Upon Arrival: Subsection (c) of this rule being highly controversial, the Trade Rules Committee recommends that the members at convention consider it from one of the following three suggestions:

1. Subsection (c) to remain as at present.
2. Strike subsection (c) entirely.
3. Substitute thereto the following:

"A buyer receiving a shipment that is out of condition on arrival, and handled as outlined in preceding paragraphs, shall, upon seller's request, unload, recondition and salvage to best advantage of the seller whenever practical to do so. If the buyer is unable to handle as requested, the seller shall dispose of the shipment, and if he can do so within time limit of the contract, make replacement of the rejected shipment; otherwise that portion of the contract shall be considered unfilled, and made subject to Buyer's extension of time, or cancellation under rights of the Buyer as outlined in Section 2 of Rule 14 hereof."

Rule 14—Breach of Contract and Procedure: The title of this rule to be "Time Limit of Contract; Breach of Contract, and Procedure." The rule to be rewritten entirely: (a) "A contract shall remain in force and effect for both seller and buyer until one or the other shall give due notice in regard to its fulfillment as outlined in the following subsections:

"(b) Buyer's Liability. It shall be the duty of the seller, in event of default on contract, to notify the buyer of that fact by wire or telephone prior to noon of the day following the date of expiration of the contract.

"Upon receipt of such notice, the buyer shall, within twenty-four (24) hours thereafter, advise the seller either by wire, telephone or mail which of the following rights he elects to exercise:

(1) Cancel that part of the contract upon which there has been default, without penalty to seller, or

(2) Require seller to pay the difference between the contract price and the market price on the date of cancellation, or

(3) Buy in the open market a like quantity and quality of feedstuffs for seller's account, seller to pay buyer the loss incurred.

"In the event that the seller fails to ship as required by the contract or violates any of the other terms of the contract, and fails to notify the buyer thereof, the buyer shall have the right to notify the seller that the contract is breached, and proceed to exercise his rights as defined above.

"If the buyer delays giving notice to the seller, and prior to receiving such notice, but after the expiration date of the contract, the seller makes a shipment or shipments to apply, such shipment or shipments shall be deemed applicable on the contract, and must be accepted by the buyer.

"(c) Buyer's Liability. If shipping instructions are not furnished to the seller by the buyer in accordance with Feed Trade Rule 11 hereof, the seller may elect to treat the contract as breached, and notify the buyer to that effect by wire or telephone or by mailing a letter to the buyer prior to noon of the day following the expiration of the time specified or provided for in the contract as to such shipping directions. "Having given notice to the buyer that he considers the contract breached, the seller shall have the following rights, and shall, within twenty-four (24) hours after having given his original notice, notify the buyer by wire, telephone, or mail, which one he elects to exercise:

(1) To cancel the contract on any unshipped portion thereof without penalty to the buyer, or

(2) To re-sell the goods in the open market for buyer's account, buyer to pay seller the loss incurred, or

(3) To retain the goods, and charge the buyer with the difference between the contract price and the market price on the date of cancellation, and also in addition thereto such actual expenses as shall have been incurred."

The last paragraph of Rule 14 which reads, "A change of specifications previously filed with the seller does not extend the life of any contract except upon mutual agreement at the time such change is requested," shall be removed from Section 14, and become subsection (g) of Rule 11, Shipping Directions.

NEBRASKA DEHYDRATORS NAME LIAISON GROUP

LEXINGTON, NEB.—A committee to act as a liaison group between the Nebraska Dehydrators Assn. and the American Dehydrators Assn. has been appointed by the newly elected president of the Nebraska association, Lloyd Meyer of Dawson County Feed Products, Inc., Lexington.

Dale Carlson of Haymaker Feeds, Inc., Cozad, was named chairman of the committee. Other members are Howard Clark of Platte Valley Products, Inc., Lexington, and Frank Higgins of the F. J. Higgins Milling Co., Schuyler.

(In the July 8 issue of Feedstuffs, Bill Healy, one of the new directors of the Nebraska group, was incorrectly identified as being with the Gothenburg (Neb.) Alfalfa Milling Co. Mr. Healy is with the Milcarr Milling Co. of Gothenburg.)

X-DISEASE

Cattle of any age may get X-disease, although it is more common in cattle less than two years old, according to University of Illinois experts.

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DALLAS—605 First National Bank—LD 164 and 165-DL 190

Member of CHICAGO, KANSAS CITY AND OMAHA EXCHANGES

QUEENS IN COTTON—Frontier Queens modeling colorful cotton bag dresses won admiration and interest for dress print garments during the annual July 4 celebration and parade at Evanston, Ill. Prior to the parade, more than 3,000 Evanston women saw an all-cotton dress print fashion show featuring garments from bathing suits to evening dresses.

NLRB Minneapolis Poll Brings Split in Mill Workers' Local

MINNEAPOLIS—A newly formed independent union whose membership is made up of elevator, feed mill and linseed plant workers, apparently has succeeded in raiding Local 1, American Federation of Grain Millers (AFL) in Minneapolis, capturing the majority of that local's members who are not employed in flour mills.

In the past Minneapolis has been a "one-local" town with regard to employees in the grain processing industry. The situation in Buffalo is different—flour mill workers have their own local, and employees of feed mills and grain elevators belong to another local, both of which, however, are affiliated with the American Federation of Grain Millers.

There has been some discontent in Local 1 of the AFL union for the past two years, it is reported. Last winter the flour mill employees, who held a majority in the local, did not reelect Raleigh H. Meyer as business agent for the union. His job was taken over by Lawrence Swanson, an employee of General Mills, Inc. At that time there were rumors that Mr. Meyer, the deposed business agent, would lead the grain elevator and feed mill members of Local 1 in formation of an independent organization.

Mr. Meyer has denied that he had a part in the raid that was culminated in plant-by-plant elections, held July 5 and 6 under the supervision of the National Labor Relations Board.

The independent union, which calls itself the Elevator, Feed, Seed and Linseed Workers Union, won 8 of the 10 plants in which elections have been conducted. Elections are scheduled for three more plants in the near future.

The National Labor Relations Board is required by law to conduct these elections if 30% or more of the workers in a plant petition for an election. The petitions were received by the regional office of NLRB late in June and the elections were scheduled.

Union employees of some of the mills said the petitions were filed by a "rump" group of Local 1. Leaders of the rump group, it was reported, felt that the employees in the elevators, feed mills and linseed plants were being neglected by the local which was built around a nucleus of flour mill workers. At the time of the strike in flour mills and elevators in Minneapolis in the fall of 1948, flour mill employees included about 1,500 of the 2,500 members claimed by Local 1.

It is doubtful whether the results of the NLRB elections to determine the bargaining agencies in the plants affected will bring harmony within labor ranks in the grain processing plants. In some of the plants, the voting was very close and the AFL local has five working days following the election in which to file a protest. The vote at the Ralston Purina Co. plant, for instance, was 32 in favor of the independent, and 29 in favor of Local 1.

With approximately 1,000 members involved, and not all of them favoring breaking away from Local 1, it is expected that the AFL group will not take its licking lying down.

Those members in favor of remaining with the AFL affiliate contend that organized labor's objectives can be reached through a united front.

In the meantime, however, the NLRB will certify the independent and unaffiliated organization as the official bargaining agent in those plants which were won by it. The new group has yet to hold its formal organizational meeting in which officers will be named.

COTTONSEED OIL MEAL FUTURES CLIMB SHARPLY

MEMPHIS—Spurred by far smaller than expected 1950 cotton plantings, as reported July 10 by the U.S. Department of Agriculture, cottonseed oil meal futures skyrocketed ahead this week in dealings on the Memphis Merchants Exchange. The market was already bullish on implications of the Korean war. When the prospect of a small outturn of cotton was added to that, prices for all 1950 crop delivery months jumped the daily limit.

Higher prices for related commodities—cotton, soybeans, cottonseed oil and lard—added additional strength and sent soybean oil meal ahead, too, though not as spectacularly as the cottonseed protein.

After the initial jump July 10 the advance leveled out somewhat, but indications were that the gains were well established and the market generally was in a strong position.

For the week ending July 11 the new crop cottonseed oil meal deliveries showed gains of $4@5.75 ton, while on the soybean oil meal side $2.15@3.75 ton was added during the week. Largest gains were scored by the distant spring deliveries of both proteins.

The remaining old crop contract, July, was held in check somewhat by liquidation in preparation for its expiration July 20. Nevertheless, on the cottonseed oil meal side it added $1.75 ton during the week while July soybean oil meal lost 50¢ ton. Liquidation of open interest in that delivery showed a gradual increase. New seasonal highs were scored by all deliveries on the advance.

DESTROYED BY TORNADO

GRAND ISLAND, NEB.—A warehouse belonging to the Armour Hay & Feed Co. here, together with about 15 cars of dehydrated alfalfa meal belonging to the company, was totally destroyed in a recent tornado.

COMMISSIONS HIKED BY CHICAGO BOARD

CHICAGO—At a special meeting July 10 members of the Chicago Board of Trade voted in favor of increasing certain commission rates on grain futures trades.

Effective at once, where the selling price of the grain is $1 bu. or more, the rate for nonmembers has been increased $3 up to $18 for each round lot of 5,000 bu.; member rates will be the customary half of that paid by a nonmember.

On trades involving lots in units of 1,000 bu. each, the new rate to nonmembers inside of Chicago will be $4 instead of $3 as formerly, with members paying $2.25 instead of $1.75. Outside of Chicago the rates for nonmembers will be $5 instead of $4 and for members $2.75 instead of $2.25.

Foreign rates of commission, exclusive of Canada, were raised ½¢ bu. to both members and nonmembers, and under the new schedule they will be ½¢ and ⅝¢ bu., respectively. The new rates became effective on trading initiated after the opening of the markets July 11.

OHIO OFFERS COURSE IN FLOCK SELECTION

COLUMBUS, OHIO—Ohio State University's 25th annual Flock Selection and Pullorum Testing School will be held Aug. 14-18, according to E. L. Dakan of the department of poultry husbandry.

The course will include lectures dealing with specific problems which flock selectors must face, laboratory sessions where the students handle the birds and make decisions regarding their quality, and instruction and laboratory sessions in pullorum testing. Dr. G. O. Hall of Cornell University will assist the Ohio staff.

Those passing examinations covering the three phases of the training will be given certificates by the Ohio Poultry Improvement Assn. which qualify them to be flock selectors at the hatcheries for which they work.

H. E. CLARK CO. NAMED BRUSSELS DISTRIBUTOR

WINFIELD, KANSAS—The H. E. Clark Co., Winfield, Kansas, has been appointed distributor of peat moss in a number of middle western states by the Brussels Corp., New York. The Clark company will be sole distributors of the Brussels product in Arkansas, Oklahoma, Texas, Kansas, Missouri, Nebraska, Iowa and Wisconsin, and will also cover the state of Indiana. The peat moss will be sold under the Clark trade name of HECO.

FOREIGN CONSUMERS REPORTED NOT HELPED BY EXPORT SUBSIDIES

WASHINGTON—Does the foreign consumer gain the benefits of lower prices on food exports, subsidized by the U.S. under provisions of the International Wheat Agreement or from Title 32 subsidy funds? That is a question getting serious study among U.S. Department of Agriculture officials.

The first intimation that foreign consumers were not in many cases receiving the benefit of lower retail prices on food exports subsidized by the U.S. was found in a recent report by the United Nations Food and Agriculture Organization in its grain bulletin of May, 1950. That report stated categorically that in many, if not most, instances, consumers in nations which are members of the wheat pact were not obtaining the benefits of the subsidized wheat price.

That statement has been challenged by Economic Cooperation Administration officials who claim that for most of the ECA countries, wheat imported under the wheat agreement is being paid for by foreign millers in local currency—counterpart funds—at the landed price of the wheat or wheat flour, thereby reflecting any subsidy payments made by the U.S. They say that the FAO statement may be correct in regard to the number of nations which are members of the wheat pact, but they doubt the accuracy of the statement in regard to the total number of bushels financed under IWA, particularly to ECA nations.

However, when the FAO statement was called to the attention of leading USDA officials, it was freely admitted that, as charged, foreign importers and distributors were not passing on the lower prices of imported and subsidized U.S. foods.

By implication the FAO report sees government import controls as one method of preventing foreign importers from gaining windfall profits under the existing circumstances.

At the present time USDA officials see no means to halt this practice, but it is getting considerable thought at USDA as well as within wheat agreement circles. The great hazard appears to be that members of the IWA might take the simplest course and require that all movement under the pact be handled by foreign governments on an import monopoly basis.

FIRE DAMAGES MILL

COLEMAN, WIS. — The Pound Feed Mill was recently damaged by fire of undetermined origin to the extent of $9,000. According to Henry Woller, manager of the firm, the fire started in the office section of the feed mill.

INDIANAPOLIS GETS FIRST 1950 WHEAT

INDIANAPOLIS—The first car of new crop wheat in the Indianapolis market arrived June 29. It was shipped by Lyons (Ind.) Grain Co., to Allison, Steinhart & Record. The grain graded sample grade, 15.9% moisture, 59 lb. bu.

18 Meetings on Grain Infestation Planned by Michigan State College

LANSING, MICH.—Michigan State College has scheduled 18 meetings in a campaign against rodent contamination and weevil infestation of grain.

The meetings have been planned principally for county agents and country elevator operators for instruction in the best available methods of handling grain to reduce and eliminate weevil infestation and contamination by rats and mice. The extension service of the college has prepared pamphlets which are to be distributed.

This undertaking grew out of an urgent request by the Michigan Millers Assn. for educational work at the farm level on the rodent and insect question in an effort to improve the quality of grain coming in. The program also has the support of state organizations of grain dealers.

PENNSYLVANIA POULTRY GROUP PLANS MEETING

STATE COLLEGE, PA.—The Pennsylvania State Poultry Federation will hold its annual convention Aug. 30-Sept. 1 at Pennsylvania State College.

College scientists, government experts and industry leaders are among those who will take part in the three-day program. In addition to talks, the program will include a federation business session, a directors meeting, tours and a banquet.

Poultry nutrition and disease problems and industry developments are among the subjects to be considered.

Dr. H. R. Bird, in charge of poultry research at the Agricultural Research Center at Beltsville, Md., will discuss the animal protein factor, and R. V. Boucher, professor of agricultural and biological chemistry at Penn State, will explain nutritive allowances for poultry.

Others taking part in the program will include W. D. Termohlen, director of the poultry branch of the Production and Marketing Administration, Washington; John Eshelman, Lancaster, Pa.; Leslie S. Hubbard, Lancaster, federation president, and poultrymen and Penn State poultry experts.

FULTON BAG FIRM RENEWS $1,000 SCHOLARSHIP FUND

MANHATTAN, KANSAS — The Fulton Bag & Cotton Mills has renewed its scholarship grant to the department of milling industry, Kansas State College.

The scholarship will be available to a freshman student next September, for study in the department and provides $250 a year for four years, or a total of $1,000, toward the recipient's expenses in attending college.

Students interested in applying for the scholarship should write to the office of the Dean of the School of Agriculture, Kansas State College, Manhattan, for application forms.

Market News

(Continued from page 2)

offerings are light and firm at $2.25 a unit.

Dehydrated alfalfa meal offerings are on the light side and firm at $41. Suncured meals also look firmer and selling pressure is lacking at $32.50 @33.

Buying Activity Stepped Up in Northeast

Feeds continued to be strong in the Northeast during the past week following the pattern set for business since the Korean situation developed. Sales activity has been much greater, with many of the trade stocking for speculation and insurance purposes.

High prices, good western New York pasturage and available homegrown feeds all contributed to the sluggish market during the month of June, and most buyers were reluctant to make any great number of forward bookings. Now with the present threat to business security and possible danger of shortages, buyers have changed their purchasing policies considerably and are now beginning to operate with larger inventories.

Poultry feed business has advanced appreciably, and though the dairy feed business is still below normal, there has been a general pick-up throughout this section. Supplies of most commodities are still good, and prices are firm to higher.

INDEX OF ADVERTISERS

Abilene Alfalfa Sales Co. 56
Alaska Fish Oil Extractors, Inc. 10
Albers Milling Co.
Albumina Supply Co.
Alfalfa Sales Co.
Allis-Chalmers 41
Amburgo Co.
American Dry Milk Institute, Inc.
American Elevator & Grain Division
American Feed Co., Inc.
American Flours, Inc. 21
Anderson Box Co. 34
Anderson, V. D., Co.
Anglo American Mill Sales Co., Inc.
Arcady Farms Milling Co. 41
Archer-Daniels-Midland Co.
Arid-Aire Mfg. Co. 18
Arkell & Smiths
Ark Valley Alfalfa Mills, Inc. 40
Armour & Co.

Badger Feeds, Inc.
Baker, H. J., & Bro. 10
Bartlett, C. O., & Snow Co.
Bates Grain Co. 61
Battaglia Frey, Inc. 34
Baughman Manufacturing Co., Inc.
Baxter, A. E., Engineering Co.
Beardstown Mills 8
Bemis Bro. Bag Co. 39
Berg Bag Co.
Berg, Paul 16
Bison Grain Corp.
Black, Sivalls & Bryson, Inc.
Blatchford Calf Meal Co. 25
Blomfield-Swanson Brokerage 18
Bonded Scale & Machinery Co.
Bongards Cooperative Creamery Assn. 57
Borden Co. 9
Bosworth Commission Co.
Bowman, Charles, & Co. 18
Bradley & Baker 20
Brewers' Yeast Council 16
Brode Corp., The 40
Broiler Equipment Co. 46
Brower Manufacturing Co. 48
Brown-Forman
Brown Oil & Chemical Corp. 36
Brussels Corporation 53
Burrows Equipment Co. 14
Butler Manufacturing Co.

Calcium Carbonate Co. 30
California Pellet Mill Co. 32
Calvert Milling Co.
Caple, A. B., Co.
Cargill, Inc.
CarO-Green, Inc. 59
Central Bag Co.
Central Bag & Burlap Co. 29
Central Mills, Inc. 27
Chandler, Arthur L., & Co.
Chantland Mfg. Co.
Chase Bag Co. 45
Checkerboard Elevator Co. 28
Chicago Feed Ingredient Co.
Clark, H. E., Co. 35
Clofine, Herbert K. 44
Cochran, Wright W. 40
Cold Spring Granite Co.
Columbia Phosphate Co. 39
Columbia Quarry Co. 32
Columbian Steel Tank Co.
Commercial Solvents Corporation 13
Conkey, G. E., Co.
Consolidated Alfalfa Co.
Consolidated Packaging Machinery Corp. 18
Consumers Soybean Mills, Inc. 38
Continental Grain Co. 59
Cook, Leo, Co. 56
Corn King Co.
Corn Products Refining Co. 22
Crete Mills 28

D. C. A., Inc.
Dannen Mills, Inc. 12
Davis, H. C., Sons' Mill Mach. Co. 54
Dawe's Manufacturing Co. 56
Dehydrating Process Co. 39
Des Moines Bag Co. 16
Des Moines Oat Products Co. 35
Detecto Scales, Inc.
Devold, Peder, Oil Co.
Diamond V Mills, Inc.
Dickinson Brothers Co. 6
Dixie Machinery Mfg. Co. 47
Dixie Mills Co.
Doty Technical Laboratories 11
Doughboy Industries, Inc. 17
Douglas Chemical & Supply Co. 55
Dow Chemical Co.
Drew, E. F., & Co., Inc.
Dreyer Commission Co. 42
Dubuque Packing Company 11
Duplex Mill & Mfg. Co. 37
Du Pont de Nemours & Co.

Early & Daniel Co.
El Dorado Oil Works
Elk Valley Alfalfa Mills, Inc.
Eschenheimer, Rudy, Co. 53
Ewing, Ray, Co. 35
Exact Weight Scale Co.
Excelsior Milling Co.

Farmers Friend Mineral Co.
Faultless Milling Co. 21
Feed Products & Service Co.
Feedstuffs Processing Co.
Fernando Alfalfa Milling Co.
Fischbein, Dave, Co.
Food Research Laboratories, Inc. 40
Forrest, J. A., Co.
Forster Mfg. Co. 39
Fox Co.
Frasier & Riach Electric Co.
Fruen Milling Co. 11
Fulton Bag & Cotton Mills

General American Transportation Corp.
General Biochemicals, Inc. 32
General Mills, Inc.
Gerber, Chas. A., Co. 24
Gland-O-Lac Co. 17
Godshalk Sheet Metal Fabricators 54
Gorton-Pew Fisheries, Ltd. 37
Grace Sign & Mfg. Co. 35
Greene, A. G., Co.

Hales & Hunter Co. 36
Halbenbach Inspection & Testing Lab.
Hallet & Carey Co. 46
Hammers, Inc.
Hammond Bag & Paper Co. 25
Hart-Carter Co.
Hendy Feed Co.
Herring Sales Co. 21
Hiawatha Grain Co.
Hilltop Farm Feed Co. 46
Hilltop Laboratories 12
Hogan, Earl A., Co. 47
Holt Products Co.
Honeggers' & Co. 45
Hotel Dyckman
Hotel Sinton
Hotel Tuller
Howes, S., Co., Inc.
Hubbard Milling Co.
Hubbell, Charles H. 21
Hughes, D. E., Co., The
Humphreys-Godwin Co. 22

Ibberson, T. E., Co.
Illinois Culvert & Tank Co.
Indiana Grain Machinery Corp. 54
Industrial Molasses Corp. 24
Innis, Speiden & Co.
International Dairy Exposition 20
International Paper Co.

J-M Trading Corp.
Jacobson Machine Works 52
Jensen Mills 7
Jersee Co. 6
Joseph, I. S., Co., Inc. 8

Kampffmeyer, E. 45
Kansas Grain Company 34
Kasco Mills, Inc.
Keener Manufacturing Co.
Kellogg Co., The 25
Kellogg Milling Co. 3
Kellogg, Spencer, & Sons, Inc. 48
Kelly Duplex
Kenner, Charles H. 23
Kent, Percy, Bag Co., Inc. 34
Ker Fabricated & Machine Prod., Inc.
Keystone Steel & Wire Co.
Kipp Kelly, Ltd. 7
Kraft Foods Co.

L. & M. Yeast Sales Division 44
La Budde 44
Landby Dehydrating Co.
Lattin Company, Inc.
Leader Bag Co. 32
Lederle Laboratories, Inc. 31
LeGear, Dr., Medicine Co.
Lehigh Grain & Cereal Co., Inc.
Limestone Products Corp. of America 24
Lonzala Phosphate Co. 37

McGehee Company 59
McMillen Feed Mills, Inc.
Mallinckrodt Chemical Works 38
Maney Bros. Mill & Elev. Co. 4, 20
Marden-Wild Corp. 45
Markley Laboratories
Martenis, C. J., Grain Co.
Martin, Theo W., & Son
Martin, William A.
Mayo Shell Corp. 16
Menhaden Fish Meal Co.
Mente & Co., Inc.
Merchants Creamery Co. 14
Merck & Co., Inc. 50, 51
Mid-Continent Grain Co. 15
Midland Warehouse Corp. 24
Midland-Western, Inc. 32
Midwest Burlap and Bag Co. 12
Mid-West Laboratories Co., Inc.
Mill Service Co., Inc. 8
Miller Manufacturing Co.
Milwaukee Feed & Grain Co.
Minneapolis Sewing Machine Co.
Minnesota Linseed Oil Co. 44
Mitchell, E. P., Co. 10
Morton Salt Co.
Mullin & Dillon Co.
Muncy Mill Machinery Co.
Murphy Products Co.
Myers-Sherman Co. 10, 53

Nagel, Herman, Co. 52
Nat'l Alfalfa Dehydrating & Mfg. Co. 49
National Cotton Council of America
National Cottonseed Prod. Assn., Inc.
National Distillers Products Corp.
National Feed Co.
National Molasses Co. 51
National Vitamin Products Co. 41
Neahr, M. J., & Co.
Neumond Co. 29
New Amsterdam Import Co., Inc. 52
New Century Co., The
New England By-Products Corp. 37
Newsome Commission Co.
New York Quinine & Chem. Wks., Inc.
Neuhaus, H. V., & Co. 26
Nopco Chemical Co.
North East Feed Mill Co.
Northern Peat Moss Co., Ltd.
Northrup, King & Co.
Norwood Manufacturing Co. 55
Nutrena Mills, Inc. 21
Nutritional Research Associates, Inc. 12

O & M Seal Co.
Owosso Products Co. 41
Oyster Shell Products Corp. 52

Pacific Molasses Co., Ltd.
Packers & Processors Sales, Inc.
Palatrol Co. 47
Paper-Calmenson and Co. 20
Park, Philip R., Inc.
Parks, J. P., Co. 4
Parrish, N. K. 58
Parrish & Heimbecker 45
Pay Way Feed Mills, Inc. 28
Perfection Feeds Co.
Pico, Frank 35
Piehl's Alfalfa Mill 52
Pillsbury Feed Mills
Pioneer Bag Co. 18
Potomac Poultry Feed Co., Inc.
Prater Pulverizer Co. 35
Pratt, W. C., Co.
Premier Peat Moss Corp. 25
Progressive Bag Co., Inc.
Provico Feeds 39
Publicker Industries, Inc. 26

Quaker Oats Co. 21

Ralston Purina Co. 7
Randolph, O. W., Co. 30
Rapids Machinery Co. 54
Red River Alfalfa Co.
Reed Brokerage Co.
Reliance Feed Co.
Richardson, James, & Sons, Ltd. 28
Richardson Scale Co.
Richmond Mfg. Co.
Riley Feed Co. 23
Rode Feed Service
Rose Exterminator Co.
Ryde & Co.

St. Cloud Milling Co. 26
St. Joseph Testing Laboratories, Inc. 6
St. Regis Sales Corporation
Salsbury's, Dr., Laboratories 28
Sargent & Co.
Savage, Inc. 20
Scandinavian Oil Co., Inc.
Schafer, Joe, & Sons 36
Schenley Distillers, Inc.
Schreiber Mills 20
Schultz, Benjan & Co. 8
Schutte Pulverizer Co.
Scroggins Grain Co. 12
Sea Board Sales Co. 33
Sea Board Supply Co.
Seagram, J. E., & Sons, Inc.
Security Mills, Inc.
Sedberry, J. B., Inc. 4
Seedburo 15
Seley, James H., & Co. 38
Shellbuilder Co. 47
Siebring Manufacturing Co. 17
Sievert, C. W., and Associates
Silmo Chemical Corp. 41
Simmonds & Simmonds, Inc. 46
Small, The W. J., Company, Inc. 5
Smith, Edward E., & Co.
Smith, George C.
Southern Oyster Shell Milling Corp. 42
Southwell Grain Corporation
Southwest Mill Supply Co. 54
Soya Corporation of America 32
Sup-Rich Products, Inc. 30
Spear Mills, Inc. 37
Specifids, Inc.
Spencer Kellogg & Sons, Inc. 48
Sprout-Waldron & Co., Inc. 43
Staley, A. E., Mfg. Co. 46
Staley Milling Co. Back Cover
Standard Brands, Inc. 34
Standard Feed Milling Co.
Standard Molasses Co.
Sterling Paper Co.
Stivers, Theo.
Stone Mountain Grit Co.
Strong-Scott Mfg. Co.
Sunset Feed & Grain Co., Inc.
Superior Feed Co. 48
Superior Packing Co.
Swanson, Carroll, Sales Co. 48

Tabor Grain & Feed Co. 55
Tamms Industries 22
Tennessee Eastman Corp.
Textile Bag Manufacturers Assn.
Thompson-Hayward Chemical Co. 60
Thompson, The Tommy, Co. 32
Thomson, F. L., & Co. 20
Tioga Mills, Inc.
Transit Grain Co.
Twin Supply & Service Co. 26

Uhlmann Grain Co. 7
Ultra-Life Laboratories, Inc. 10
Union Bag & Paper Corp.
United Distributing Co.
United Mineral Products Co.
U.S. Industrial Chemicals, Inc. 62
Universal Grain Corporation

Val-A Company
Van Dusen Harrington Co. 38
Van Waters & Rogers, Inc. 51
Vi-D Co.
Vitality Mills, Inc.
Vitamins, Inc. 53
Vy Lactos Laboratories, Inc. 29

W-W Grinder Corporation 35
Wallace & Tiernan Co., Inc.
Walsh Grain Co. 12
Warner Arthur Grain, Inc. 47
Warren-Douglas Chemical Co., Inc. 37
Waterloo Mills Co.
Weller, B. L., Co.
Wenger Mixer Co. 44
Western Burlap Bag Co. 52
Western Condensing Co. 19
White Laboratories, Inc. 29
Whitehurst, Bert W.
Whitmoyer Laboratories
Wilbur-Ellis Co. 15
Williams Patent Crusher & Pulv. Co. 23
Wilson Chamber of Commerce
Wilson & Co.
Wilson, R. G., Co. 11
Wisconsin Alumni Research Foundation
Woodbach, Inc.
Woodward & Dickerson, Inc. 48
World Products Corp.
Wyandotte Chemicals Corp.

Yeast Products, Inc.

Zellerv' Laboratories 48

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